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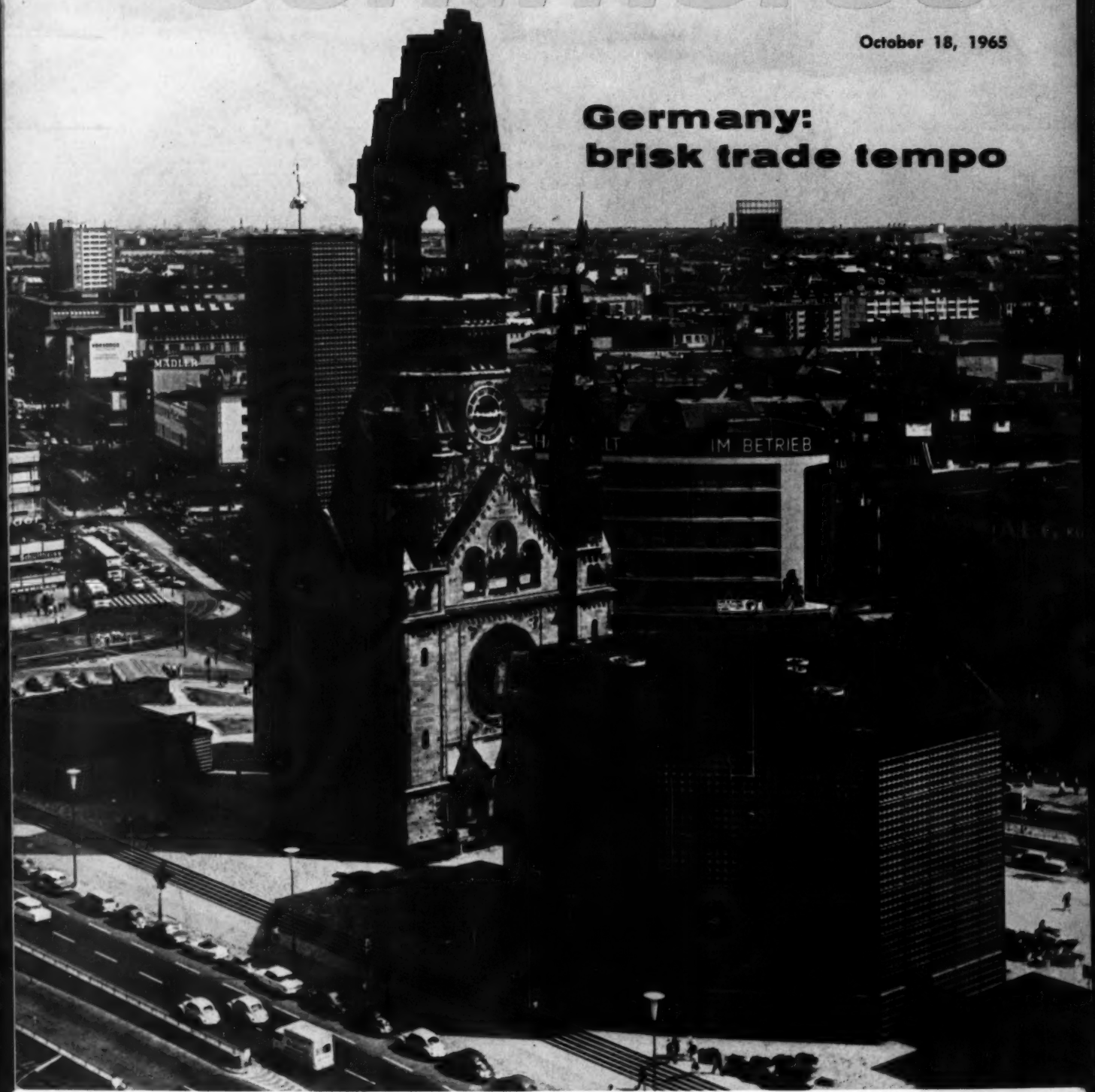
Germany: brisk trade tempo



Business Bulletins *from around the world*

COSTA RICA—Government approves $3.5 million project for construction of 60-80 mile, six-inch pipeline to carry gasoline, kerosene, diesel fuel from oil refinery under construction at eastern port of Limon to populated San Jose region.

EEC—European Investment Bank issues bonds for total value of $20 million on New York market. The 20-year bonds underwritten by international syndicate of U.S. and European banks and will bear a 6% a year interest rate.

INDIA—Government and Esso recently concluded agreement on equal partnership basis to construct $15 million lube refinery near Bombay. The refinery will have annual production of 145,000 metric tons of base stock for industrial and automotive lubricants. Output will be shared equally by Esso's lube blending plants and Indian Oil Corp.

INDONESIA—Government defines country's tire requirements as amounting to 1.4 million pairs of tires a year. Two existing plants (Intirub and Goodyear factory now run by Government) have capacity of 830,000 pairs a year; proposed German-financed plant in Palembang to produce 180,000 pairs a year. This will leave gap of 390,000 pairs to be supplied by imports, assuming capacity production in all plants.

Previously announced consolidation of most Government banks into unified bank formalized. New entity named Bank Negara Indonesia (State Bank of Indonesia). Former Bank Indonesia in Djakarta becomes Head Office. New bank is combination of Bank Indonesia (former central bank); Bank Indonesia for the Affairs of Farmers, Fishermen and Cooperatives; Bank Negara Indonesia; Bank Umum Negara; and State Savings Bank. Bank Dagang Negara, or State Trading Bank, to be incorporated into new bank at later date.

ISRAEL—New Hilton Hotel, with capacity of 872 guests in 446 rooms opens in Tel Aviv. Hotel, joint venture of U.S. and Israeli interests managed by Hilton Company to help ease shortage of first-class hotel rooms.

Major advancement in country's merchandising methods marked by inauguration of Shalom Department Store, the country's most complete department store. Occupying three of the 34 floors in building, store reportedly had turnover of $330,000 on each of first two days of business.

LUXEMBOURG—Average cost-of-living index for first six months 1965 registered 2.5 points gain, triggering automatic wage increases of about 1.8% for most blue and white collar workers. Food items accounted for major part of index increase.

Holding company law modification, permitting holding companies to borrow and lend and exempting income from such operations from taxation, broadens extraterritorial loan market.

Changes in minimum wage regulations result in highest rates in European Economic Community countries. New minimum hourly wage set at 55 cents. For white collar and other salaried workers minimum monthly salary will be $110, based on cost-of-living index of 142.5. Minimum wages will increase proportionately with rise in cost-of-living index.

New agricultural law authorizes various forms of government aid to agriculture to achieve structural reorientation—mainly land concentration and equipment modernization—estimated to cost $80 million. European Economic Community agricultural moves spur steps toward efficiency through concentration of fragmented land-holdings and mechanization.

MALAYSIA—Industrial development program expected to receive further boost with opening of off-shore oil fields in near future. Explorations for oil in these areas have been carried out by several petroleum firms now negotiating with Malaysian State Governments concerned for necessary leases.

TURKEY—January-July exports total $229 million, up 26.7% from comparable period 1964. Imports, which decreased 1.1% to $329 million for January-July period as a whole, showed strong upward surge in June and July. Imports of chemicals, fertilizers, metals all recorded sizeable increases, while imports of machinery, boilers dropped considerably.

American Machinery and Foundry Corp. has won initial contracts to supply cigarette manufacturing and packaging equipment worth $4.4 million for Maltepe Cigarette Factory. Plant, located in suburb of Istanbul, expected to go into production in two years. It will manufacture all kinds of cigarettes, including filtered; will have daily capacity of 72 million cigarettes.

Coca Cola is expanding its operations here. Concentrate plant being set up in Istanbul, in which Coca Cola International will invest $100,000 in capital and equipment. Plans also underway to establish bottling plant in Ankara, which should be in production by end of 1966.

UNITED KINGDOM—British Petroleum Co. announces it has discovered natural gas in North Sea. While the find was not in sufficient quantities to be commercially usable, it contained high percentage of methane and was of good quality. British Petroleum will drill deeper, hoping to find gas in commercial quantities; it estimates such chances at about one in 50.

Chairman of recent British trade exhibition in Tokyo states that he sees no reason why British exports to Japan should not double over next four years. Results of show considered to be highly favorable. Products said to have sold well and to have good sales potential during next few years included such items as duplicating machines, industrial fasteners, milk treatment machines, jewelry, tableware, automobiles, kitchen equipment, clothing, other types of consumer goods.

ZAMBIA—Country joins International Monetary Fund (IMF), International Bank for Reconstruction and Development (World Bank), International Finance Corporation (IFC), and International Development Association (IDA). Quota in Fund is $50 million; subscriptions to other agencies are $53.3 million, $0.3 million, and $2.7 million, respectively.

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the cover

At the head of Berlin's busiest street, the Kurfurstendamm, stands the new Europa Center, almost jostling the famous Kaiser Wilhelm Memorial Church in the right foreground. A special section on West Germany, with a review of evidence pointing to a likely gain in U.S. sales in the area, begins on page 2.

International Commerce

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SHOPPING is serious business in Germany, as shown by this horde of sober bargain hunters in a grim hunt for more and better products . . . yours perhaps?

German market humming

Substantial gain in U.S. sales for this year seen; capital goods orders brisk

By PAUL H. BRENT
Commercial Attaché
U.S. Embassy, Bonn

Commercial imports from the United States by the Federal Republic of Germany, which ranks fourth as an export market for the United States after Canada, Japan and the United Kingdom, are expected to show a substantial gain in 1965. In January-June, they increased by about 14% over the preceding year, according to official statistics of the German Federal Republic.

BRENT

The continuing growth of the German economy and unsatisfied demand backed by steadily increasing purchasing power suggest that expansion in U.S. sales may be expected for the next several years. Price levels are strong.

Germany is experiencing a boom of investment in plant and equipment, orders for capital goods are brisk, producers are finding it difficult to keep up with demand; thus, order backlogs are rather high and delivery schedules fairly long. All this adds up to a good market for capital goods in this second most important manufacturing nation in the Western world.

In response to favorable income trends, the pace of personal consumption has been quickening in 1965. In fact, consumption currently is one of the major expansionary forces in the Federal Republic. With an advancing standard of living in Germany, many U.S. goods which in the past were unable to compete in terms of prices, increasingly will find a ready market.

Through an active program of surveying markets for specific products in the Federal Republic and West Berlin and the constant observations by Foreign Service posts, some conclusions may be drawn about short-term indications for profitable sales opportunities. Only a limited number of product categories are mentioned in this article, but many others hold equally good sales potential.

Capital goods

Machinery imports, increasing since resumption of imports after World War II and reaching a peak of $187.9 million in 1964, may be expected to continue their favorable trend in 1965. The machinery market in Germany this year promises to exceed the high volume of 1964. The extent of new orders placed with German machinery manufacturers in the first six months of this year indicates continued strength. Increasing prices of domestic machinery add to the favorable competitive climate for foreign suppliers.

With the upward trend of U.S. prices and the easier supply position in Germany and other European countries, American suppliers of conventional machine tools have encountered increasing difficulties

in recent years. German machine tool imports from the United States declined from $15.6 million in 1963 to $11.9 million in 1964. Nevertheless, demand for automated equipment produced in the United States is growing, in particular for automated metal-cutting machine tools.

There is definite sales potential for U.S.-produced labor-saving construction machinery. In particular, U.S. earth-moving equipment is finding a good market. German imports of U.S. construction machinery increased from $30.7 in 1963 to $36.4 million in 1964.

Requirements for steam turbines, especially for auxiliary or emergency power stations, have been increasing. Therefore, the prospect for a continuation of the past fairly high-level of imports from the United States is favorable (in 1964, such imports amounted to $4.1 million).

The outlook for continued high sales of imported oil-well drilling equipment and pumps for oil wells is good, and sales of such U.S. products may increase (imports from the United States in 1964, $3.2 million).

U.S. packaging machines and materials of high quality will find a growing potential market in Germany. A number of machines that are commonplace in the United States are not yet available on the German market. Present demand is only partially satisfied by domestic production and by imports from EEC countries, especially Italy. It is anticipated that plastics will increasingly take the place of paper in packaging and, therefore, prospects for the sale of foil packaging machines and plastic foil are promising.

German imports of electrical welding and cutting equipment from the United States have declined since 1961, both in absolute value and as a percentage of total German imports of such equipment. On the other hand, imports of gas welding and cutting equipment from the United States have increased in absolute value since 1961. U.S. sellers could regain the share of the market they had in 1961.

Motor market mixed

Development of motor and generator imports from the United States in the past five years has been characterized by alternating increases and decreases in line with the fluctuating market (U.S. deliveries in 1964 amounted to $2.2 million). However, there is a potential for expanding sales of U.S. mobile and stationary power generators as emergency or auxiliary units.

Foreign participation in German power projects is expected to remain limited. Usually there are ties between domestic power equipment manufacturers and power companies, and the ability of domestic manufacturers to perform urgent maintenance work on short notice is decisive.

NEW CENTRAL station in Munich, capital of Bavaria. (Photo: German Information Center, N.Y.C.)

Requirements for the types of switchgear produced in the United States are increasing, especially for use by U.S. manufacturing subsidiaries in Germany and German manufacturers producing U.S. equipment under license. In 1964, imports of switchgear from the United States amounted to $3.2 million.

Purchases of power and distribution transformers from the United States continued their upward trend in 1964 and are expected to increase further. Deliveries by the United States, to a large extent, are, transformers required for replacement in U.S. electrical machinery or for electrical equipment produced for shipment to North or South America.

The growing share of U.S.-German alignment producing electronic equipment and components in the domestic market increasingly will affect direct imports of such products from the United States. In 1964, more than 80% of the German production of electronic data processing equipment including computers, or $112 million worth, was manufacted by U.S. subsidiares in Germany. Nevertheless, imports of electronic equipment and components from the United States increased 14% in 1964, and thus the U.S. share was 27.2% of all imports.

Further increases of U.S. deliveries are expected for the following products: electronic computers (up from $3.5 in 1963 to $6.5 million in 1964); electronic tubes, diodes, photocells and the like (up from $8.6 to $11.5 million); and radio communication equipment (up from $5 to $12.5 million).

U.S. companies are so heavily engaged in the German business machine market —either by fully owned subsidiaries or by joint ventures—that imports from the United States of the more common categories are not expected to increase. Office machinery imports from the United States dropped from $31 million in each of the years 1962 and 1963 to $26 million in 1964, in spite of the fact that demand in Germany exceeded output.

Computers needed

The most favorable prospects for imports from the United States are in the more sophisticated machinery and devices and in labor-saving equipment. In particular, prospects for the sale of U.S. computers are bright. It is estimated that 6000 to 7000 units will be needed by 1970, the vast majority of which presumably will be delivered by the United States or by U.S. subsidiaries or joint ventures in Europe. Chances are good for increased imports of U.S. automatic typewriters, electronic adding and accounting machines, and punch-card machines.

Prospects for U.S. exports to Germany of slaughtering and meat-processing machinery are considered good, especially if this equipment is adapted to medium-sized units and to the specific requirements of German slaughter legislation. The percentage of such equipment which is imported is expected to rise. Results at the recent U.S. collective exhibit of meat-processing machinery at Cologne exceeded expectations.

Industrial plant and machinery maintenance equipment has a strong sales potential in Germany. The following products have potential for increased import from the United States: electric scrubbers, power sweepers, industrial vacuum cleaners, carpet shampooing and cleaning machines, steam cleaning units, and ultrasonic cleaners.

With the rising consumption of deep

frozen food, prospects are good for increased sales of American-made deep freezing equipment. In particular, a large demand for household and display deep freezers is expected. The most favorable market opportunity seems to be in commercial deep freeze equipment in stores, supermarkets and institutions. The normal household refrigerator market is well supplied and highly competitive.

Consumer durables

The sales outlook for packaged air-conditioning units is increasingly favorable, especially in the commercial and industrial sectors. German imports of air-conditioning equipment from the United States climbed from $1.6 million in 1963 to $2.9 million in 1964. Expansion of the market is continuing, and it is estimated that the share supplied by imports will rise from 45% in 1964 to about 50% in 1965.

Germany has more of an air pollution problem than a climatic one in terms of the market for air-conditioning equipment. The most attractive opportunity seems to be in the larger units for commercial and industrial installations, for which the large capitalization costs can be satisfactorily depreciated.

The United States ranked second in 1964 as a source of German imports of photographic equipment—after the United Kingdom. Total German imports of such equipment were $31.5 million (up 44% over 1963), and further expansion is doubtful. Imports from the United States were up from $4.2 million in 1963 to $5.6 million in 1964. The greater part was accounted for by still cameras ($2.7 million), and photographic, reproduction, and laboratory equipment ($2.1 million).

Much of the increase in imports from the United States was accounted for by the success of the Kodak Instamatic, selling between 30 and 300 marks ($7.50-$75) in Germany. In the meantime, a competitive German camera, the Rapid, produced by AGFA and others, has appeared on the market.

Semi-finished products

Imports of semi-finished products from the United States may well show an increase in 1965, but the growth rate is expected to be lower than the 30% recorded in 1964. Inventory stocking, which had played an important part in earlier stages of the boom, is not very stimulating.

The outlook for a further increase of non-ferrous metal imports from the United States is considered favorable, although the 28% jump of 1964—when these imports amounted to $83 million—can hardly be repeated. Consumption of aluminum and copper is expected to remain high.

Imports of lumber and wood pulp products, which rose sharply in 1964—by 21% to $42 million—are not expected to increase further in the immediate future. Increased import requirements, to a large extent, are being met by larger purchases from the Scandinavian countries. There may be larger deliveries of sulfate pulp for paper and staple fiber from the United States, but lumber purchases are expected to decline.

In semi-finished chemical products, U.S. suppliers still occupy a strong position vis-à-vis their German and other competitors within the European Economic Community, as reflected by the steady growth of German imports from the United States in the past three years. Deliveries of U.S. non-cellulose and cellulose filament have been rising rapidly for some years despite customs preferences enjoyed by EEC countries. This development is expected to continue until large-scale production by U.S. subsidiaries in EEC countries gets underway.

The increase in imports from the United States of finished chemical products in the last three years (from $110 million in 1961 to $154 million in 1964) is likely to continue in 1965. German demand for organic and inorganic chemicals and plastic materials, the two main categories of German imports of chemicals from the United States in 1964 ($86 million), is expected to grow.

Streamlined German trade channels ease market access for U.S. goods

Consumer goods distribution pattern has changed radically; U.S. Embassy lists major product groups with best sales potential

By HARRIS P. DAWSON, Jr.
U.S. Embassy, Bonn

West Germany has the second largest gross national product in the free world, 10% larger than that of its nearest European competitor, England. Ten years ago Germany stood fourth among Western nations.

This remarkable recovery from a war-devastated nation just 20 years ago is due to many factors, particularly the development of a mass market within Germany and the EEC, and a booming export trade. A decade of relatively stable wages and prices, modernized plant and improved product design, and the development of mass market distribution techniques have also made substantial contributions.

Modernized, streamlined

To develop this mass market, the traditional channels of distribution where consumer products moved from manufacturer or importer through many hands to the small specialty shop have been modernized and streamlined. It is common to find selling by manufacturers or importers to retailers, and even directly to the consumer.

This shortening of the traditional distribution pattern, particularly in the consumer products field, means that the U.S. exporter may well consider selling directly to large retailers such as department stores, chain stores, cooperative purchasing organizations and mail order houses. Only through such direct sales channels can the U.S. exporter place his product before a major segment of the German market at a competitive price.

The large department store chains, such as Karstadt, Hertie, Kaufhof, Merkur-Horten, have their own purchasing agents in the United States. On the other hand, certain goods such as foodstuffs are purchased through a central purchasing office in Hamburg which is shared by several department store firms.

The large mail-order houses either purchase directly from domestic manufacturers or import directly through their own purchasing agent. Large retailers in specific commodities, especially clothing and foodstuffs, generally do their own importing and often sell a volume comparable to that of department stores.

Of the 445,000 German retail establishments in 1962, 1,200 large firms (2.7% of total) handled over a third of all retail trade; moreover, there is evidence that the large firms have increased their proportion of total trade since 1962, and this trend is expected to continue.

While this channel of distribution is ideal for the majority of mass-produced consumer goods, the U.S. exporter must realize that it does not reach the rural areas of Germany or the small and medium-sized outlets in the urban areas which together still handle about ⅔ of all retail trade. To reach these small and medium-sized retailers and wholesalers, the exporter will have to establish an agency within Germany to handle the special work connected with imports, such as customs clearances, freight, inventories, distribution and, where applicable, service and repair. Such a contract organization would also be expected to handle (but not finance) advertising within Germany.

In seeking such an agency arrangement within Germany, the U.S. manufacturer might consider a cooperative arrangement with a German firm manufacturing related products, and permit it to distribute both lines through its existing sales organization. Such an arrangement has been successfully used by a number of American companies.

In German language

Firms wishing to enter the German market will generally be expected to support their distributors or agents with promotional material in the German language. Where goods require servicing, they would be expected to supply stocks of spare parts either in Germany or a nearby country for quick delivery. The German consumer will not normally purchase an item such as a household appliance if spare parts and quick maintenance service are not assured. Even with such consumer goods as fabrics and clothing, sufficient stocks to ensure speedy delivery may well be a requirement, as the average German retail outlet is not prepared to carry a large inventory.

Unlike the consumer goods field, no

Business contacts in Germany, United States

Businessmen desiring business contacts in the Federal Republic of Germany or West Berlin may consult with the German Embassy or Consulates in the United States, the U.S. Embassy or Consulates in Germany, or any of the Field Offices of the Department of Commerce.

The German Government maintains an Embassy at 4645 Reservoir Road NW., Washington, D.C. 20007 (telephone, 331-3000). Consulates General are located at 460 Park Ave., New York 10022 (MU-8-3523); 104 S. Michigan Ave., Chicago 60603 (AN-3-0850); 535 Boylston St., Boston 02116 (KE-6-4414); 601 California St., San Francisco 94108 (YU-1-4250); 3450 Wilshire Blvd., Los Angeles 90005 (DU-4-2141); and 1055 St. Charles Ave., New Orleans 70130 (524-0356).

Consulates are maintained at 55 Marietta St. NW., Atlanta 30303 (tel., 525-2097); 2711 Book Bldg., Washington Blvd., Detroit 48226 (WO-2-6526); 3600 Yoakum Blvd., Houston 77006 (JA-9-3731); 1102 Grand Ave., Kansas City, Mo. 64106 (VI-2-8895); 55 Public Square, Cleveland 44113 (SU-1-7303); 12 South 12th St., Philadelphia 19107 (WA-3-7415), and 1200 5th Ave., Seattle 98101 (MU-2-4313).

The United States maintains an Embassy in Bonn, at 532 Bad Godesberg, Mehlemer Ave. (tel., 601-3265/6); a Mission in Berlin at 1 Berlin-Dahlem, Clayallee 170 (76-43-15); and Consulates General at 28 Bremen, President-Kennedy Platz 1 (32-00-01); 2 Hamburg, Alsterufer 27/28 (44-10-61); 4 Duesseldorf, Cecilienallee 5 (49-00-81); 6 Frankfurt/Main, Siesmayerstrasse 21 (77-07-31) (the Commercial Section is in the Trade Center at Frankfurt); and 7 Stuttgart, Urbanstrasse 7 (24-63-41). The U.S. Trade Center is at 6 Frankfurt/Main, Bockenheimer Landstrasse 2-4 (72-72-84).

The Department of Commerce maintains Field Offices in 42 cities in the United States.

major changes have taken place in the distribution of *industrial goods* in recent years. In general, the key to successful distribution of heavy industrial goods in Germany lies in the development of a local distributor with the capacity to render a full range of customer services, including technical and engineering advice, spare parts and repair facilities.

Large, expensive equipment is still primarily purchased directly by the end-user. In the case of foreign-made equipment, technical personnel are frequently sent abroad as purchasers.

Smaller items are generally imported either through wholesalers who may also act as distributors for the manufacturer, or through the latter's agents or representatives. Some firms also act as commission merchants, selling in their own name but having contractual arrangements with the foreign manufacturer. In many cases these firms will be the appointed distributors of the manufacturer.

Import-export firms for general merchandise play a minor role in imports of industrial commodities. It is technically more difficult for a typical import firm to engage in such activity.

Cooperative arrangements

In some cases a cooperative arrangement between importers and sales agents has been a satisfactory solution. In such an agreement the importer is responsible for the actual importing and the sales agent supplies the technical skill required for selling the goods to domestic wholesalers or end-users.

The foregoing describes only in broad-brush fashion the various distribution channels found in Germany today. The U.S. Embassy in Bonn has produced a pamphlet on "Marketing and Distribution Channels for 24 Major Product Groups in the Federal Republic of Germany," which it believes offer the American exporter his greatest opportunity for expanded sales. Copies of this brochure are available on loan from the Bureau of International Commerce, Washington, D.C. Mimeographed copies can be reviewed at any Commerce Field Office.

Also available from the same sources, at $1 a copy, are Embassy prepared Trade Lists covering some 41 major industry groups. These Trade Lists give current market and trade information, and list the major German importers, wholesalers, and retailers by name.

Ultimate in self-service

Fully-automated Wiesbaden grocery store is open 24 hours every day

By ROBERT G. KEMP
U.S. Consulate General, Frankfurt

Automatic food vending in Germany has moved from the individual vending machine into fully departmentalized food shops open day and night where the customer shops, has his bill run up and pays without seeing a clerk.

A Frankfurt firm with German and American capital has designed what is thought to be the world's first completely automatic store for dispensing groceries. A prototype has been in operation in Wiesbaden since May.

The system, known as Storematic, has created considerable interest not only among food retailers, but also from retailers of all types of packaged goods, from toys to automobile accessories. Its developers feel that its most versatile application will be in combination vending units and clerk-serviced departments.

Extends shopping hours

Apart from the economy in sales personnel, which is a powerful selling feature in Germany today, a major appeal of Storematic is that it extends store shopping hours over evenings, weekends and holidays when German law requires retailers to close.

To the law, the store is an oversized vending machine.

A soft drink and cigarette stand adjacent to the checkout solves change-making problems and at the same time provides a supervisor.

While many types of vending machines are on the market, this is thought to be the first system where 140 items can be handled in a single unit, with each item stocked in depth.

The keystone of the Storematic system is control. Pilferage is impossible since the customer only gets his hands on the merchandise after it has been charged to his account. Except for computer error, there is no chance of a mistake in preparing the bill.

It is planned to market Storematic units via the franchise system. Here again control would be maintained over firms working on a percentage of the gross. The periodic computer tabulations would give both operator and franchisor an indisputable accounting. Inventory control is another part of the computer's function.

The first store of its kind, Latscha's *"Tag und Nacht"* (Day and Night) opened in Wiesbaden in early May. Latscha is a prominent local grocery chain that has pioneered a number of self-service innovations in the Frankfurt and Wiesbaden areas.

Both Storematic and Latscha share an interest in the first retail shop, not only to test the system's acceptance by the public, but also to answer many questions on the most popular items and the types of customers it attracts.

The main question remains, will a seven-day-a-week downtown grocery store, open from 7 a.m. to 10 p.m., pay its way? All items sold at *"Tag und Nacht"* are regularly stocked Latscha brands. Weekend specials are featured, just as in their regular stores.

For 10 years

The Wiesbaden location has been a Latscha store for the past 10 years, and was one of the firm's first small self-service units. The old store carried eight employees and had a peak monthly business volume of $21,250. It stocked 1,500 items, including departments for fresh meats, frozen foods and fresh vegetables.

"Tag und Nacht" employs two permanent staff, is doing about $15,000 per month on 950 items with no fresh meat or frozen foods. The new store can handle 30 customers at a time compared to the old store's 18; but this number depends on the number of customer computers, which can be easily expanded.

The Storematic system consists simply of one or more show window and dispensing units, each containing approximately 10 adjustable shelves and, depending on the size of the item, dispensing up to a maximum of 140 articles of merchandise. The units can dispense regular shelf staple items or can be placed inside refrigerated or humidity-controlled rooms containing dairy products, meats, and fruits and vegetables.

The customer enters the store through

a turnstile, where he receives a token, which resembles an oversized plastic gambling chip and functions as a magnetic tape. When inserted in a purchase slot it electronically records the cost of the item selected on an individual customer account.

Elevator basket

When the customer inserts his token and punches the button corresponding to his selection, an elevator basket moves up the shelves to the level of the article, which is pushed off the shelf by a mechanism which moves the rest of the stock forward.

Merchandise is thus moved on a first-in-first-out basis, leaving no chance of a clerk failing to face up the shelves by moving old merchandise to the front.

The customer can order two of the same item by pushing the double selector button. For glass-packed items which might be cracked or broken if dropped on each other, the customer must re-select, one at a time.

When the customer completes his purchase he moves to the check-out counter and inserts his token into an automated cash register that computes his purchases on regular paper tape. After putting the required change in a coin-counting hopper which automatically returns change, the turnstile is opened and the customer leaves the store.

At the clerk-serviced fresh meat counter or delicatessen counter, after serving the customer, the salesman will insert the customer's token, ring up the sale on the calculator and the sale will be charged to the token. After the fresh meat, delicatessen, or vegetable departments close at the end of the day, the fully automatic departments continue full operations.

For store front and in-plant vending, Storematic has developed self-contained, all-purpose dispensing units equipped with a six-denomination coin acceptor, computer-register, and an automatic change maker. The customer inserts five marks (in one or more coins), makes his selection of items, and after receiving his merchandise pushes a button for his change.

Storematic's single-door delivery system requires only 60 square feet of floor space to handle two tons of merchandise, and its attractive show window display space enhances its adaptability for frozen food dispensing. According to the Frankfurt firm, the frozen food industry has already inquired as to its use as a compact storage and dispensing unit without the coin mechanism used in super markets.

Interesting marketing features, already beginning to emerge from the four-month trial period, include:

- Ninety-five per cent of the customers seem to like it and return.
- Sixty-five per cent of the store's volume is accounted for after normal closing hours.
- Many customers have already come to depend upon the store for their incidental weekend shopping.
- After the initial novelty wore off the number of customers has decreased, but individual purchases have increased.
- During regular store hours the customer is generally one who needs two or three items and doesn't want to stand in a check-out line.
- Cold meats and dairy products account for a substantial percentage of total sales.

Germany's largest coin is a five-mark piece, so the customer is not required to have a great variety. Bill changers are planned for markets with peculiar coin problems.

THROUGH THESE PORTALS (above left) pass some of the hungriest people in Wiesbaden. 'Day and Night' the sign says, and for 24 hours each day its turnstiles (above center) stand ready to issue shopping tokens to customers, who then pass inside to browse among the 950 grocery items stocked in its vending machines (above right). Having made her selection, the customer inserts her token in the keyboard and presses the proper button (center right). The elevator then positions itself in front of the selected product, which is pushed off the shelf into the basket. Finally, the elevator returns to keyboard area, where customer retrieves her selection. Payment process is also fully automatic.

BUILDINGS, BUILDINGS EVERYWHERE as West Berlin's Expressway passes between the old Charlottenburg section and the new Siemensstadt housing project.

Building boom in Berlin

No let-up in construction for business, industry, housing; many plans on drawing board

By JAMES C. NELSON
Economic Officer,
U.S. Mission, Berlin

Today, standing at the corner of Nurnberger Strasse and Budapester Strasse, near the Hilton Hotel in downtown West Berlin, one can count 19 huge construction cranes at work on new building projects in the area. This striking scene offers a vivid demonstration of the city's current building boom and has become a favorite subject for visitors' cameras.

West Berlin's success in rebuilding from the rubble and ashes of World War II is well known. Feverish construction activity provided, in only a few years, housing for the inhabitants of an urban area in which one-third of all dwellings had been destroyed and in which industrial facilities had been virtually wiped out by bombing, shelling and dismantling.

Though the basic needs of the city's population largely were met by the mid-1950's, the high level of demand for construction has continued without let-up. Alongside handsome new office buildings and attractive modern housing developments, new construction is underway. Workers using modern equipment are fashioning still more new buildings for free Berlin's business and industry and more housing for her proud inhabitants. West Berlin's construction industry now employs more than 45,000 people and the value of construction in the city this year easily will exceed $500 million.

Probably the most spectacular of the current Berlin construction projects is the recently opened Europa Center. The largest postwar commercial building project in all of Germany, the Europa Center is a $20 million business and entertainment complex deliberately fashioned after New York's Rockefeller Center.

Tallest office building

The center covers a five and one-half acre site in the heart of West Berlin and contains numerous shops and restaurants, the Berlin branch of the First National City Bank, a department store, a skating rink, a sauna bath, several night clubs, two movie theaters, a hotel, an apartment building and Berlin's tallest office building crowned by a Top-of-the-Mark style roof garden.

Europa Center

Berliners are especially proud of the Europa Center because the site had formerly been occupied by a cheap amusement park often referred to as Berlin's "spot of shame". Now this location dominates the heart of the city and is a gleaming symbol of free Berlin's vitality.

Another spectacular project under construction is the Free University Medical Center. When finished, this project will be a complete medical center under one roof, and Europe's largest hospital. Its central corridor is ¼ mile long. The Medical Center will provide 1,800 beds for in-patients and 25 major departments with treatment and research facilities. In

addition, it will provide teaching facilities for 1,600 students.

The Medical Center is designed to accommodate 25,000 in-patients and 65,000 out-patients a year. Total cost of this project is expected to be around $80 million and the Center is scheduled to be completed in mid-1967. Architects are Curtis and Davis of New Orleans and Franz Mocken of Berlin.

On drawing boards

Many projects also are underway or on drawing boards to provide more apartments in housing-short Berlin. Two projects of some magnitude stand out—Gropiusstadt in the south of Berlin and Markisches Viertel in the north. People are already living in each of those projects but work will continue on them for another five years. Each will be a completely integrated community, and will provide accommodation for about 60,000 people. Included in each development will be all necessary community services such as schools, churches and shopping centers.

American Architect Walter Gropius devised the plan for Gropiusstadt in cooperation with Wils Ebert of Berlin. The Markisches Viertel was planned by Berlin architects Hans Muller, Georg Heinrich and Werner Duttman. The Markisches Viertel also will incorporate buildings designed by some 30 other German and foreign architects.

The architecturally distinguished skyline of Berlin will be enriched further by new construction about to begin at the Cultural Center on Kemperplatz. The recently completed Philharmonic Hall now stands alone in the area. A new Museum of Modern Art and State Library soon will also take form at this central location near the Berlin Wall. The Museum of Modern Art was designed by Chicago architect Ludwig Mies van der Rohe, who began his career in Berlin in the 1920's. The Museum will be completed in 1968.

PICK A STYLE, any style, and you'll probably find an example of it in the architectural variety of downtown Hamburg. Obviously Berlin isn't the only German city being transformed by the building industry.

Construction on the new State Library will begin next year and continue for about four years. The completed library will house the collection of the former Prussian State Library plus new acquisitions, a total of about 10 million volumes. Berliner Hans Scharoun, who also was architect for the neighboring Philharmonic Hall, has been commissioned for the project.

Under the streets

In transportation, other mammoth building projects are underway. Under the city's streets, workers are tunneling out 12 additional miles of subway line. Plans already exist for further extensions to the city's U-Bahn subway system. Work also is progressing on a city expressway known as the Stadtring. Parts of the Stadtring are already open to traffic. When the expressway is completed it will form a wide perimeter arc around the center of West Berlin. The project has been designed so that when East and West Berlin become reunited, the Stadtring can be continued in what is now the Soviet sector of the city.

Many other smaller and less spectacular construction projects are underway in Berlin and still more projects are in various stages of planning. These include industrial expansion, commercial building, and a tremendous amount of additional housing construction. This planned construction activity assures that the building boom will be with Berlin for years to come.

U.S. firms who wish to offer their products and equipment for consideration by Berlin builders will find announcements of individual projects from time to time in the *Future Construction* columns of the World Trade Opportunities section of INTERNATIONAL COMMERCE.

A NEW HOTEL and two office buildings take shape along the Kurfurstenstrasse, in the heart of Berlin.

EXPORT FORUM

Bankers and manufacturers in the Memphis area are invited to attend an October 27 Export Forum led by Stefan Jean Rundt, author of Rundt's Weekly Intelligence Briefs and Rundt's Market Reports, and head of S. J. Rundt & Associates, New York City. The Forum will be held at the Chisca-Plaza Motor Hotel in Memphis, sponsored by the Mid-South Explorers Roundtable.

Berlin offers special incentive program to business community

Measures designed to spur sales, encourage investment, boost income

By JAMES C. NELSON

To publicize its effort to attract investment to West Berlin the city government has coined the phrase, "It Pays to Invest and Produce in Berlin."

This affirmation is more than a slogan.

The German Government and the City of Berlin have succeeded in mounting a "viability program" which assures continued economic progress of free Berlin despite the obvious disadvantages imposed by the city's geographical isolation from its principal market area.

Berlin Aid Law

The provisions of the viability program are mainly contained in the Berlin Aid Law, which was renewed by the Bundestag last year for another five years. The program offers many measures designed to promote sales, encourage investments, and foster income. The privileges are available to anyone engaged in a trade or business in the city and this comprises thousands of enterprises, including subsidiaries and branches of U.S. firms in West Berlin.

Some of the most important incentives and advantages offered to the Berlin business community include:

Exemption of West Berlin enterprises from the 4% turnover tax on the sale in Germany of goods manufactured in West Berlin.

A rebate of 4% to enterprises in Germany on payments to Berlin for the supply of goods produced in West Berlin.

Reduction of 50% of transportation tax on long-haul (factory to factory) goods traffic between Berlin and German locations.

10% deduction

Individuals or enterprises making long-term loans for industrial investments in West Berlin may deduct 10% of the loan from the amount due on their income or corporate tax. In the case of long-term loans for the construction or modernization of buildings, 20% can be deducted.

On movable or fixed income-producing assets of a plant located in West Berlin up to 75% of the cost may be written off for depreciation during the first three years irrespective of whether they result in a book loss to be carried forward. These write-offs reduce the taxable income of trading companies.

In addition to depreciation allowances, investment allowances are granted for new movable income-producing assets. The allowance is 10% and does not constitute taxable income.

Low interest loans for industrial construction are available to qualified firms from special funds of the European Recovery Program. Loans from this source are made for up to 10 years at 4% annual interest.

Corporate income tax for West Berlin companies is reduced by 20%. Firms also receive a tax credit of 3.2% of the income derived in West Berlin. The total corporate reduction amounts to at least 26%. There is also a 30% rebate on personal income tax on incomes derived in West Berlin.

U.S. firms which have invested in Berlin by incorporating subsidiary companies receive the benefits and advantages of all these incentives except for the lower corporation income tax, whose benefit is offset by U.S. tax legislation when profits are repatriated to the U.S. All other incentives and advantages help to increase the subsidiary company's profit base on which the corporate income tax is calculated.

Other special measures

Many other special measures assist Berlin business. These include incentives to attract workers to Berlin, postal rate reductions, subsidy on air fares in and out of Berlin, and a delivery guarantee program on goods via rail, water or highway between West Berlin and Germany.

The success of the program is demonstrated in statistics on economic growth in Berlin. Over the years the city has shared in the continuing prosperity of Germany. In some recent years its growth has lagged slightly behind the Federal Republic, but in 1965 the growth rates of its economy are higher.

The Berlin City Government is prepared to discuss details of its program to promote investment with interested firms.

Write: An den Senator für Wirtschaft, Martin-Luther-Strasse 105, 1 Berlin 62, Germany.

Dairy Queen brings toppings to Germany

The first Dairy Queen store for Europe opened this summer in the heavily U.S. populated Dornbusch area of Frankfurt.

The shop, owned by two ex-GI's, features Dairy Queen soft ice cream specialties, American hamburgers and hot dogs along with German beer and knackwurst.

Soft ice cream itself is not a novelty in Germany. Many ice cream stands, department stores and supermarkets carry it. Dairy Queen, however, is the only shop to sell soft ice cream with a wide selection of toppings. The ice cream and grill equipment and Dairy Queen mix are supplied from the U.S.

The Frankfurt Dairy Queen is located in a busy suburban shopping area and can accommodate approximately 50 customers.

The shop's owners plan another Dairy Queen for Wiesbaden and eventually a third shop on the Autobahn.

SEVERINS BRIDGE, Cologne, seen from right bank of Rhine, has separate crossings for cars and pedestrians. This well-known town is host to variety of world trade fairs. Photo, German Info. Ctr.

MAIN ENTRANCE to Cologne's Rheinhallen, where trade fairs are held (left), and to the Dusseldorf exhibition center (right). Most international fairs in Germany take place in these commercial centers of North Rhine-Westphalia, industrial heart of the country and its most densely populated area.

Trade fairs merit brass ring

Germany center of international exhibition complex, top-notch medium for selling

By ERNST A. VAN ES
U.S. Consulate General, Dusseldorf

One of the oldest institutions in Western Europe for the purpose of selling capital and consumer goods is the trade fair. Over the span of years these fairs have become highly specialized exhibits which regularly attract important buyers from all over the world.

It is not surprising that the Federal Republic, as one of the leading nations in international commerce, is the center for the international trade fair complex in Europe. Four cities schedule international trade fairs almost on a continuous basis: Dusseldorf, Cologne, Frankfurt, and Hanover. Most other major cities including Essen, Dortmund, Duisburg, Hamburg, Berlin, Stuttgart and Munich also have one or two fairs annually.

Participation in these fairs exposes a firm not only to the German market and to the Common Market, but to some extent to the entire world market. If a U.S. firm can find an appropriate Western European trade fair in which to display its products, a more effective sales medium for exports is hard to imagine, provided the firm has assured itself through a careful survey that there is a potential market for its product.

Alike and different

Trade fairs are of various types: international or national, vertical or horizontal, specialized in consumer or capital goods, restricted to the trade or open to the public. Any trade fair has some of these characteristics. Beyond displaying goods, all trade fairs have several characteristics in common: Sales are made, agents, wholesalers, or importers appointed, structure of the market observed, new products and designs inspected and future trends studied.

The majority of international trade fairs in Germany take place in Dusseldorf and Cologne, the commercial centers of North Rhine-Westphalia, the most densely populated area in Germany and the industrial heart of Germany. These cities specialize in short, intensive, vertical trade fairs devoted to a specific industry or product category along with closely related branches of manufacture, in order to provide a comprehensive picture of an entire market or industry.

Capital, consumer goods

There are both capital goods and consumer goods fairs, most of which are now restricted to trade visitors. Fairs exhibiting consumer goods, especially those subject to fashion trends, occur more frequently than those showing capital goods. Manufacturers of capital goods do not need annual fairs but require only occasional opportunities to exhibit new designs and get a feel for market trends for future developments.

The fairs in Dusseldorf and Cologne originally were sustained by concentration of industry and intense consumer demand but with the lowering of trade barriers within Europe and the expansion of world trade after the war they have become international in scope.

The percentage of non-German exhibitors and trade visitors is increasing every year. In 1964 it varied from about 20% to as high as 55%.

Few exhibitors from U.S.

Furthermore, exhibitors from the European Free Trade Association (EFTA) countries and others outside the Common Market are increasing twice as fast as exhibitors from the other Common Market countries. Only four or five percent of the foreign exhibitors in 1964, however, came from the United States. Clearly, there is room here for considerably more participation by U.S. firms.

Recognizing this fact, the Commerce Department has stepped up its program of encouraging U.S. manufacturers to exhibit their products at these fairs and to sponsor group exhibits. Two collective exhibits were supported by the Department at the fall IVM (International Sales and Fashion Week) fairs in Dusseldorf in 1963 and 1964. In 1965 three collective exhibits have been staged in North Rhine-Westphalia. The first comprised a group of 23 manufacturers at the International Meat Machinery and Equipment Fair in Cologne in June. Total orders booked during this fair amounted to a little over a half million dollars with sales through June 1966 estimated at $4 to $5 million.

The second one was held in Essen where the Department of Commerce sponsored a group exhibit of 23 manufacturers at the Welding and Cutting Exhibition Sept. 25-Oct. 3. The results of this fair, which exceeded expectations, are reported in the Trade Fairs and Centers section of this issue of INTERNATIONAL COMMERCE.

The third and biggest U.S. collective

Market profile—Fed. Rep. of Germany and West Berlin

Population: 58.7 million people in an area of 95,929 square miles. Average household, 2.82 persons; 67% of population resides in cities of 5000 or more. Largest cities: West Berlin, 2.2 million; Hamburg, 1.9 million; Munich, 1.2 million.

Currency: Deutsche mark, valued at 4.0 marks to the U.S. dollar, one of strongest currencies in the world. Central Bank (Deutsche Bundesbank) regulates money supply in a fashion similar to that of U.S. Federal Reserve System.

Gross national product: At market prices, $103.1 billion in 1964, 9.6% above 1963's GNP of $94.2 billion. Average GNP growth rate since 1960, 8.6%. 1964 per capita GNP, $1760.

Economy: Primarily industrial; 53% of GNP accounted for by manufacturing, mining, power, and construction. About 20% by trade, transportation, and communications. Principal industries: machinery, chemicals, iron and steel, electrical products, coal mining, textiles, vehicle construction.

Transport and communications: 22,400 miles of railways; 89,500 miles of improved roads including 1820 miles of superhighways; 3600 miles of navigable waterways including 1000 miles of canals; ten major airports; five major seaports; 8.1 million passenger cars; 162 TV stations and 10.6 million TV sets; 312 radio stations and 17.6 million radio receivers; 8.3 million telephones; more than 500 major daily newspapers with a circulation in excess of 18 million.

Foreign trade (in millions of U.S. dollars):

	1963	1964	Jan.-May 1965
Total imports	13,094	14,709	6,944
Total exports	14,628	16,229	7,284
Imports from U.S.	1,988	2,017	933
Exports to U.S.	1,051	1,197	553

Principal imports from U.S.: Non-electrical machinery, oil seeds, organic chemicals, aircraft, electrical apparatus, coal and coke, tobacco, corn, cotton, copper.

exhibit organized in Germany this year is taking place at the INTERKAMA (instrumentation and automation) Fair in Dusseldorf Oct. 13–19. A total of 53 U.S. manufacturers of instrumentation and automation equipment, representing 93 companies, are exhibiting their products at this fair.

For 1966, the Commerce Department is sponsoring for the first time a collective exhibit of 17 of the leading U.S. furniture manufacturers at the Cologne Furniture Fair scheduled for next January.

Cologne fairs: consumer goods

The Cologne trade fairs specialize in consumer goods. There are eight regularly scheduled international trade fairs and three international trade expositions. The latter differ from trade fairs, which are restricted to trade visitors, only in that they are open to the general public for three days.

Following is a list of these fairs, indicating the frequency, date of next exhibit, number of exhibitors at the last fair, and percentage of non-German exhibitors:

International Household Goods and Hardware Fair. Twice yearly; 1966, March 3–6 and Sept. 9–11; 3375; 27%.

International Furniture Fair. Every two years; 1966, Jan. 25–30; 1021; 41%.

INTERZUM, International Fair for Suppliers to the Furniture, Upholstery and Wood Processing Industries. Every two years; 1967, June; 444; 24%.

SPOGA, International Fair of Sports Goods, Camping Equipment and Garden Furniture. Annual; 1965, Oct. 24–26; 672; 45%.

International Men's Fashion Week. Annual; 1966, August; 439; 31%.

International Exhibition of Clothing Manufacturing Machines; always held in conjunction with Men's Fashion Week. 110; 25%.

International Fair of Lingerie Foundation Garments and Underwear. Annual; 1965, Oct. 14–17; 244; 45%.

International Babies and Children's Fair. Twice yearly; 1966, April 22–24 and Oct. 14–16; 388; 32%.

PHOTOKINA, International Trade Exposition of Photography. Every two years; 1966, Oct. 1–9; 619; 43%.

ANUGA, International Exposition of Fine Foods and Provisions. Every two years; 1965, Sept. 25–Oct. 3; 2476; 55%.

IFMA, International Bicycle and Motor Cycle Exposition. Every two years; 1966, Sept. 24–28; 268; 46%.

Special fairs, too

In addition to these regularly scheduled fairs, special expositions and itinerant fairs also are held. IFFA, the International Meat Industry Supply Exposition, took place on July 10–18 of this year and will be held next in Hamburg in April 1968. The 22 U.S. manufacturers who exhibited at this fair had outstanding sales success. In July 1967, under the auspices of the Ministry of the Interior, a special International Civil Defense Exhibition will illustrate all aspects of public security.

The Cologne Fair Management has vast resources for this extensive program. It has more than 125,000 square meters of connected exhibit area in the center of Cologne along with parking for 11,500 automobiles. By 1967, it will have expanded its display area to 150,000 square meters to handle up to four simultaneous events as well as the increased demand for space by such big events as ANUGA or the Furniture Fair.

Dusseldorf: capital goods

The Dusseldorf exhibition area is not quite as extensive as that of Cologne. Six halls, all new or rebuilt since 1946, have a total area of 70,000 square meters. NOWEA (Northwest German Exhibition Association) which manages and organizes the Dusseldorf trade fairs has developed a program emphasizing capital goods.

Following is a list of the most important Dusseldorf fairs, including the date of the next exhibition, the date the fair was last held, number of exhibitors at the last show, and the percentage of non-German exhibitors:

INTERKAMA, International Congress and Fair for Instrumentation and Automation: 1965, Oct. 13–19; 1960; 472; 40%.

INTERPACK, International Packaging Exhibition and Display of Confectionery Machinery; 1966, May 12–18; 1963; 568; 26%.

DRUPA, International Printing and Paper Fair: 1967, May 26–June 8; 1962; 678; 37%.

KUNSTSTOFFE, International Fair of the Plastics Industry: 1967, Oct.; 1963; 737; 31%.

GIFA, International Foundry Fair: 1968 fall; 1962; 378; 20%.

IVM, International Sales and Fashion Week (formerly IGEDO, International Fashion Fair for Ladies Outer Wear): Four times yearly; 1964; 898; 25%.

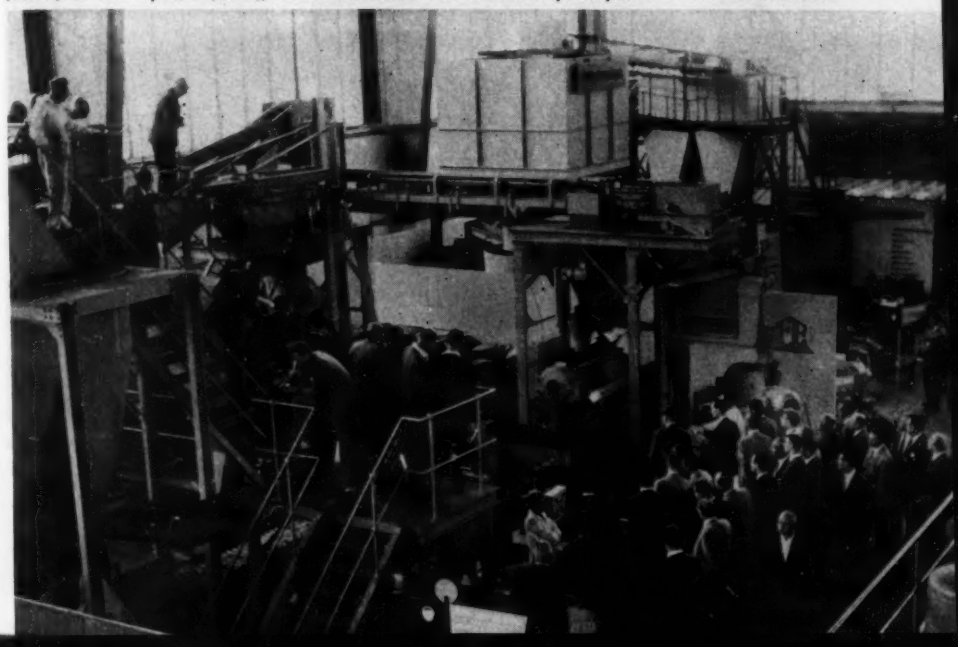
Two other Dusseldorf fairs require special mention. On April 5–9 of this year there was a Clean Air Exhibition showing plant, equipment and instruments for reduction of air pollution. The exhibition, dealing with a problem of considerable importance in this area with its many steel mills and coking plants, was held in conjunction with a technical congress which surveyed developments on the engineering side. A similar exhibition is being planned for 1969. A new exhibition, EUROSHOP, is being organized for June 11–15, 1966, embracing all aspects of self-service including shopfitting, store equipment, and window display.

Opportunities to sell U.S. products on the German market are practically unlimited. As the trade fairs, and particularly those scheduled regularly in North Rhine-Westphalia, play such an important role in the German business world there is no better way, aside from a personal sales campaign, to develop export markets in Germany than through participation in these fairs.

For information about exhibiting, either on an individual basis or with a Commerce Department group exhibit, **write:** Office of International Trade Promotion, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

TRADE VISITORS at annual Men's Fashion Week in Cologne; 439 exhibitors this year, 31% non-German.

WHIRRING MACHINERY is surrounded at printing and paper fair (DRUPA), as is equipment in operation (below) at foundry fair (GIFA), both in Dusseldorf. Non-German participation is 37% and 20%.



MARKET OPPORTUNITY?

A Dutch judo star, Anton Geesink (6 feet 9 inches tall, 246 pounds), in Rio De Janeiro for a championship match, lost his shoes and reportedly cannot find another pair in Brazil large enough to fit him. He is reduced to wearing sandals in the concluding days of his training for the big meet.

Opportunities for export sales to Germany not fully used, U.S. Trade Center shows confirm

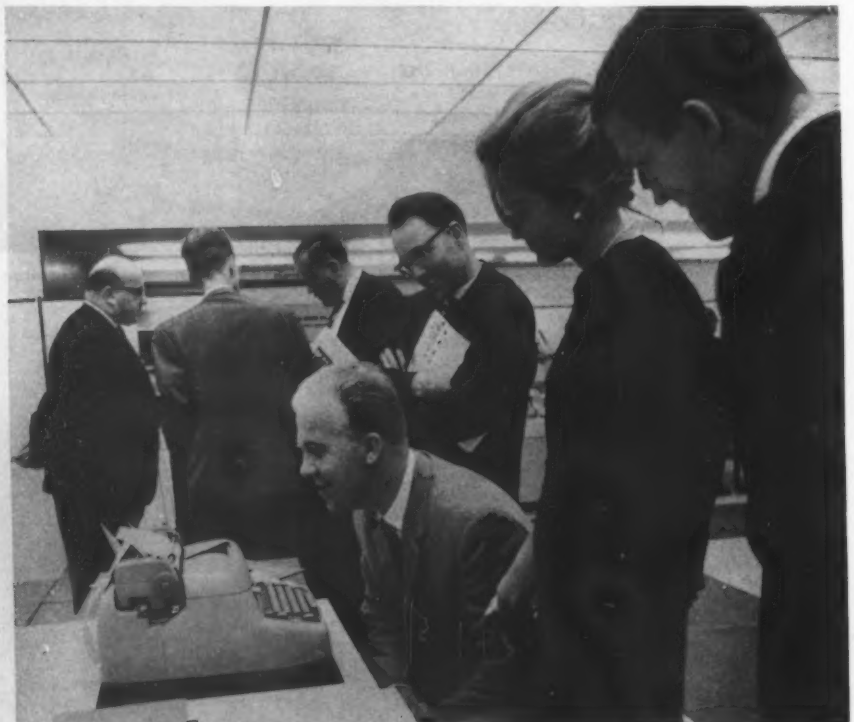
Buyer interests, sales, orders often exceed expectations; best potential in products related to labor shortage, rising standard of living, increasing leisure time

Opportunities for export sales to Germany are far from fully exploited.

Recent shows of American goods at the U.S. Trade Center in Frankfurt support this observation. Trade Center shows provide a test of the market for the categories of goods and specific commodities exhibited, and the results in terms of buyer interest, sales and orders often have exceeded expectations.

A survey of the final reports of shows at the Frankfurt Trade Center indicate that, in general, products which evoke the most interest and have the best sales potential are those which relate to the key factors characterizing German economic expansion: the labor shortage, the rising standard of living, the increasing amount of leisure time.

In spite of the favorable atmosphere for advanced U.S. products, however, not all products displayed had equally good sales possibilities: Some were not competitively priced with European models or, though of unique design, were priced too high in comparison with less advanced but less expensive European substitutes. In most instances, the U.S. products were well-priced in terms of their design or labor-saving quality in comparison with competitive European products. Not infrequently the American equipment had little or no German or European competition.



PERSONAL MESSAGE intrigues visitors to the Frankfurt Trade Center. Seated man and kibitzers watch as message is typed by Control Data Corp.'s computer-controlled typewriter at electronics show last Dec.

Listed below are some of the recent shows, and products which—based on comments of exhibitors at these shows—appear to have a good sales outlook.

Plant and Equipment Maintenance. The labor shortage, rising wage rates and ever higher standards of cleanliness provide the impetus for introduction of advanced industrial cleaning and maintenance equipment, such as high pressure power cleaners, airless paint and fluid spray units, power sweepers and floor scarifiers; industrial vacuum cleaners, portable high-pressure spray washing equipment, tube cleaning and rolling equipment; wall and ceiling washers; universal motor-blower assemblies for commercial and industrial vacuum cleaners.

Poultry Raising Equipment. The increasing popularity of chicken and other poultry products, as well as the increased import charges on U.S. chicken which stimulated greater domestic production, has resulted in German efforts to modernize and rationalize their facilities. Among the highlights of the show were incubators, hatchers, brooders and feeders of various types; automatic egg washers and packers; poultry loading, packing and sealing equipment.

Food Processing, Freezing and Packaging Equipment. The labor shortage is requiring introduction of more automatic machinery to prepare, package, preserve and dispense food items, and as more German women accept gainful employment the desire for convenience foods is reaching major proportions. German businessmen showed particular interest in automatic weighing, labeling and computing systems; apple paring and coring machines; marking and printing machines; refrigerated display cases, deep freeze boxes, and truck refrigeration units; freeze drying equipment.

Specialized Business Machines, System and Accessories. The rapidly advancing tempo and complexity of the German business economy demands new and sophisticated office equipment and procedures. As a result German buyer interest centered on microfilming equipment, and accessories for storing and handling microfilms; addressing and checkwriting machines; copying and duplicating machines.

Data Processing Equipment and Accessories. A strong demand exists for data processing equipment. Because the United States has a long lead in development of such machines, competition from German or other European firms in almost nil. As a rule, products for the data processing industry which can compete in the

IT OFTEN TAKES as many as 20 Munich policemen to clear up the traffic snarls on this downtown plaza. If German commodity traffic leaves you snarling, take your problems to the nearest Commerce Field Office, where foreign trade experts are ready to help you boost exports to the German market.

United States have a promising sales potential in Germany.

Advanced Teaching and Industrial Training Aids. Rapidly advancing technological development and the general broadening of educational requirements in Germany are the bases for the strong interest shown at this exhibit in U.S. educational equipment and training aids. Among the products which attracted training supervisors and educational administrators most were rear and overhead sound projection equipment; motion picture and film strip projectors; controlled readers and other novel training devices; copy machines (e.g., photocopying machines).

The Trade Center has just completed a showing of nuclear instrumentation and related equipment. Results of this show are reported in the Trade Fairs and Centers section of this issue of INTERNATIONAL COMMERCE. Pulp and paper equipment is to be shown Oct. 20-27, home maintenance equipment in November, and production and packaging equipment in January 1966.

Market surveys and statistical studies demonstrate that there is good sales potential in Germany for such products.

U.S. firms selling in Germany testify to value received from Field Offices cross country

Commerce Department furnishes reservoir of data, services through staffs in 42 U.S. industrial centers

By ROY L. MORGAN
Director, Office of Field Services

Each day more U. S. manufacturers are discovering the prize West German market and are developing it for all it is worth.

Most of the firms competing successfully in the Federal Republic are glad to tell the world about it because they believe success breeds success. Some of these companies took their first shot at exporting with the help and cooperation of one of the 42 Department of Commerce Field Offices.

In 1956, the Kroy Tanning Co. Inc., Salem, Mass., received inquiries from Germany about suede leather.

Foundation laid

"I had very little experience in any volume export business and was completely at a loss to know exactly how to proceed," said Jack Korkes, company official. "While applying for a passport in Boston one day, I came upon the Department of Commerce Field Office in the same building. There, I was shown some lists which laid the foundation for our company's European trade in general and

PARKER-HANNIFIN Corp., Cleveland, first heard about the U.S. Trade Center Mechanical Fasteners Show from the Cleveland Field Office. Later in Frankfurt, Otto Maha (l.), Int'l Division, displays hydraulically operated cold riveting machine.

our West Germany business in particular.

"From the Commerce Department's lists I selected three names of leather dealers whose evident size and background seemed suitable for my purpose," he said.

"In 1961 our business in Germany jumped past the $½ million mark, and in 1962 it went over the $1 million mark. During this year our overseas trade represented in dollar volume 65% of our total sales. Western Germany accounted for 25% of the overseas sales figure."

The 42 Field Offices

Our 42 Field Offices are strategically located to promote and develop the Nation's commerce and industry, both foreign and domestic.

The Field Offices carry out the field programs of four major Commerce agencies—the Business and Defense Services Administration, Bureau of International Commerce, Office of Business Economics, and the Clearing House for Federal Scientific and Technical Information.

They also distribute Census Bureau data and serve as local information centers for other Commerce agencies, including the National Bureau of Standards, U.S. Patent Office and U.S. Travel Service. In addition, the Field Office advises and assists the business public in matters pertaining to the Agency for International Development (AID), the Export-Import Bank, and the Foreign Credit Insurance Association (FCIA).

A visitor to any of these offices should discover a reservoir of information relating to foreign trade. Skilled personnel who are well informed on international trade matters and trained in export techniques and procedures will help.

Working with 150 Commercial Officers in 93 posts of the U. S. Foreign Service, the Field Offices can arrange on-the-spot Trade Contact Surveys, which provide a company with the personal services of an overseas Commercial Officer in helping select an agent or distributor.

Successes in selling to the dynamic German market have been registered in the most diverse product categories by U.S. firms of every size, many of them new to international trade.

For the price of a trade list

Reporting on his initial trip into German markets, Manuel V. Barrientos of Thompson Apex Co., Pawtucket, R. I., writes:

"Early in 1958, we were looking around in Germany and in other countries for suitable distributors for one of our synthetic rubber products. We wrote to a number of firms whose names and addresses we got from Department of Commerce trade lists. One of the firms that responded from Germany was our present distributor, and after an initial exchange of correspondence which led to a sample shipment, we ended 1958 with total sales of $64.80 to our new distributor.

"The following year our sales to this distributor jumped to $5,000. They have been increasing every year and passed $30,000 in 1964 and 1965.

"This is pretty good business when you consider that our original investment was the purchase of a Department of Commerce Trade List and the price of a postage stamp."

The Arkansas Grain Corp. became interested in exporting its products—soybeans, soybean oil and meal—as a result of attending an export seminar presented by the Memphis Field Office. Working through the Field Office, trade development surveys were made, resulting in markets being secured in Germany and other parts of the world. Following an all-out export effort early in 1963, and with the continued technical assistance in marketing aids and advice from the Memphis Field Office, the firm's monthly export volume exceeds $3 million and has won them the President's "E" for excellence in export award.

A Midwest producer of auto valve reconditioning equipment wrote:

"During the last three years we have been keenly interested in selling to Germany. Throughout this campaign we obtained many services from the Detroit Field Office, attended its world trade conferences (including the 1964 German Trade Mission Conference), and frequently consulted Field Office trade specialists for up-to-date information on doing business with Germany. When traveling abroad we regularly utilize U.S. consular services, previously locating our key German distributor through their aid.

"Today the European market, led by Germany, comprises 58% of our total sales. Increased German magazine advertising, air-freight parts service and more concerted distributor effort make our 1965 export prospects better than ever."

Amazed and pleased

"We were amazed and pleased at the services available from the Commerce Field Office," writes Stan Merz, president of Photo-Control Corp. of Minneapolis.

In business five years, and with only 32 employees, the company became interested in export sales about a year ago and asked the Minneapolis Department of Commerce Field Office for export sales leads and World Trade Directory Reports. The company's staff members attended export trade workshops and conferences staged by the Field Office and participated in a Frankfurt Trade Center Show.

Partly as a result of that exposure, sales to West Germany this year are about $15,000. The company does not have a distributor in Germany, and does no international advertising. But export sales currently account for 4% of total sales. President Merz believes Germany will become an excellent market for his products, and intends to develop it as rapidly as possible.

Probably as important as anything in investigating overseas business is having the Field Office director, or his trade experts, available to answer specific questions.

The Field Offices of the Commerce Department are in business to help business.

Something extra

The Greek word, *lagniappe*, means roughly a "baker's dozen," a little bit more than you expect.

And that's what American exhibitors will have next month at the home maintenance and improvement show at the Frankfurt Trade Center. They'll have an extra day to parade their wares.

The show will open Nov. 10 instead of the 11th as announced earlier. The exhibition will end on the 16th.

Commerce accelerates support of overseas trade missions

Secretary announces stepped-up program to strengthen state, federal and industry-organized probes of foreign markets

Commerce Secretary Connor has announced an accelerated program supporting industry, state and federally-organized Trade Missions to explore foreign markets. The Secretary said that the Department of Commerce will sponsor 14 such missions to 27 countries on four continents during the next several months.

Five missions are being briefed this week and three more will get briefings before the end of the month. Four of these will be led by governors pursuing overseas markets for their states' products and joint-venture capital.

Governors lead

Gov. Frank B. Morrison of Nebraska will lead a team of Nebraska businessmen to Europe Oct. 12-Nov. 1.

Gov. Otto Kerner of Illinois will lead his state's second trade mission, to Japan, Taiwan, Thailand and Hong Kong Nov. 3-24. The first mission visited Europe in the fall of 1963.

While the Illinois mission is covering the Far East, Gov. James Rhodes of Ohio will lead a group of Ohio businessmen to the United Kingdom, Belgium, Germany, Italy and Spain.

Finally, Gov. Paul Johnson of Mississippi will lead a Mississippi State Industries Mission to Venezuela, Guatemala and El Salvador from Oct. 31-Nov. 16.

The Department of Commerce will sponsor commercial missions to Malaysia, Singapore and Hong Kong, Oct. 23-Nov. 11; and to Ethiopia, Sudan and Somalia, Oct. 30-Nov. 27.

Other Missions being primed for takeoff are the Puerto Rico Industries Mission to Panama and Central America Oct. 23-Nov. 17, and the Consulting Engineers Council mission to Africa, Nov. 4-22.

October marks the third anniversary of the industry-organized Trade Mission program. The Nebraska mission is the twenty-fifth the Federal Government has sponsored under the program.

Governor Morrison's Mission to the United Kingdom, Germany, France and the Netherlands is typical of the movement toward small, specialized selling missions planned with close coordination among local businessmen and the State and Federal Government.

"We propose to encourage more such Missions organized by industry and sponsored by their Government," Secretary Connor said. "The results in terms of new business obtained by these Missions have been important to the expansion of industry and of jobs both here and abroad."

Report predicts Africa's wood needs to double by 1975

Africa's need for wood by 1975 will be almost twice the amount used in 1960, and its need for processed wood in the form of panel products, paper and paperboard will triple the 1960 consumption, according to a study prepared for a recent inter-governmental conference held in Nairobi.

The conference on timber trends and prospects in Africa was sponsored by the Food and Agricultural Organization in collaboration with the United Nations Commission for Africa.

The study said the increased volume of processed wood needed by 1975 represents an increase in expenditure of $500 million a year at current prices. Consumption of roundwood and fuelwood is expected to grow at a somewhat slower rate, it added.

The study points out that, for paper and paperboard particularly, the markets provided by most individual African countries are too small to support domestic production, apart from questions of appropriate raw materials, suitable mill locations, transportation and technological skills.

Annual consumption of sawwood in the African region will rise from four million to 7.09 million cubic meters between 1960 and 1975, the study found. Panel products requirements will rise from .37 to .98 million cubic meters during the same period, paper and paperboard from .89 to 2.21 million cubic meters, roundwood products from 11.9 to 15.4 million cubic meters and fuelwood from 176.9 to 228.4 cubic meters.

The study noted that many parts of Africa appear to be exceptionally well-endowed with sites capable of growing wood rapidly at a cost attractive for pulping purposes, and suggested the expansion of man-made plantation forests in certain areas.

The conference, which ended Oct. 2, also discussed the findings of a recent conference on pulp and paper development in Africa and the Near East and individual country reports on forestry and forest industries development.

Pennsylvania to campaign for increase in exports

Pennsylvania, which now has an annual export sales volume of $1 billion, plans to increase that figure.

In launching the campaign, Pennsylvania Department of Commerce Secretary John K. Tabor recently told representatives of Pennsylvania's world trade organizations:

"The willingness of a number of our ablest citizens to join this effort is another illustration of the dynamic partnership of private citizens and the Commonwealth in mobilizing to strengthen our state's economy.

"We are delighted and encouraged that more than 2,500 Pennsylvania firms are now exporting goods to 180 foreign nations. They are enjoying the profit-making, job-creating advantages. . . .

"We believe that this is a lucrative market for many additional firms which have not explored international trade opportunities, as well as for others which wish to expand their export business."

Self-feeding rat-bait station answers sugar growers' need

A self-feeding rat-bait station made from extruded plastic pipe shaped into a serviceable design was developed recently by Gas-pro, Ltd., at the request of the sugar growers in Hawaii.

The rat-bait stations are assembled and installed in the cane fields with bait to trap the crop-destroying vermin.

The stations have been so successful in Hawaii that orders have been coming in from other major sugar areas in the world.

Gas-pro, Ltd., is a 56-year-old firm which began as a manufacturer of acetylene gas and has expanded into the field of plastic extrusion.

Reorganized NEEC members attending first plenary meeting

The bigger, stronger National Export Expansion Council—product of a reorganization announced a dozen weeks ago (INTERNATIONAL COMMERCE, August 2, p. 18)—is holding its first plenary meeting October 18 in Washington, D.C.

Opening with a welcoming address by NEEC Chairman Fred C. Foy and remarks by Secretary of Commerce John T. Connor, the day-long meeting will feature morning-session reports on: the September 22 executive board meeting (Chairman Foy); activities and new departures of the Regional Export Expansion Councils (Vice Chairman Robert F. Dwyer); REEC current and future activities as seen by Council membership; financing and export credit (Donald Douglas, Jr.); freight-rate disparities (Dwyer), and tax considerations in export policy (Carl Gerstacker).

'E' award

At a luncheon, the West Penn Power Co. will be formally presented with an "E"-for-export-excellence award.

An afternoon panel will discuss "Governmental Programs Important to Export Expansion." Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, will focus on East-West trade and also serve as panel chairman; Lawrence A. Fox, dircetor of the Bureau of International Commerce, will talk on non-tariff barriers; Saul Baran, deputy director, Office of International Trade Promotion, Donald S. Gilpatric, director, Office of Financial and Commercial Services and Roy L. Morgan, director, Office of Field Services, on the work of their offices; and Eugene M. Braderman, Deputy Assistant Secretary of State for Commercial Affairs and Business Activities, on State Department services to business.

National Export Expansion Coordinator Daniel L. Goldy will summarize program recommendations towards the close of the meeting.

Vietnamese cotton team in U.S. to seek cotton and machinery

A team of Vietnamese industrialists will begin a tour of America's cotton belt, mills and machinery dealers November 13.

The team's arrival is timed to coincide with the peak of the cotton harvest in California and Texas.

Purpose of the visit is to acquaint the group with the advantages of American long-staple cotton processes and techniques of manufacturing. Members are in the market for machinery and raw cotton.

The group's present itinerary is as follows:

Nov. 16-19—Calif. cotton belt. Fresno and Bakersfield.

Nov. 22, 23—Lubbock, Texas, Plains Cotton Cooperative.

Nov. 24-28—Dallas, Texas, Shippers and dealers.

Nov. 29-Dec. 3—Memphis, Tenn. Cotton Council, Shipper's Assn., USDA and Dealers.

Dec. 6-9—Greenville, S.C., Clemson, Saco-Lawell Research, Cotton Mills, and machinery dealers.

Dec. 10-14—New York, Miscellaneous visits.

Dec. 15-17—Washington, Cotton Council, Department of Commerce, USDA, AID.

Members of the distinguished group include: LeTrong Huyen, bureau chief, Viet Nam Cotton Spinners Ass'n.; Truong Duy Nhat, president, Vinatexco Textile Co.; Chan Bao Sanh, manager, Vinytex Cotton Mill Co.; Ly Than, vice president, Vinatex Co., president, Vinatefin Co.; Nguyen Xuan Toan, technical manager, Sicovina, and Dinh Xang, director general, Sicovina.

The visit is being sponsored by the Agency for International Development's Office of International Training. Members will be available for private consultation particularly in Dallas and New York.

Arkansas to host congress on air innovations

Secretary Connor will address Hot Springs opening session

Government and industry representatives of key industrial nations will participate in the November 15-18 International Congress on Air Technology (ICAT) at Hot Springs National Park and Little Rock, Arkansas.

Scheduled to open with an informal breakfast and an address by Secretary of Commerce John T. Connor, the Congress will be highlighted by a symposium at the Hot Springs civic auditorium plus air demonstrations and a technical tour of aircraft park exhibits in Little Rock.

With about 1,000 persons expected to participate, technical and management experts in winged aircraft development will present papers and discuss a range of topics including low-speed aerodynamics, agricultural aviation, Parafoil, variable wing design, supersonic transport developments, all-weather landing systems, fixed and satellite navigations systems, international air space and landing in foreign countries, hovercraft, ground-support equipment, power plants, and others.

The symposium, focusing on the development of air technology and its impact on world society and industrial growth, is sponsored by the Department of Commerce, the Valley Education and Research Foundation and the Arkansas Industrial Development Commission. The Valley Education and Research Foundation is a non-profit organization serving the Arkansas River Valley region.

Other Government officials participating with Secretary Connor in the event will include Alan Boyd, Under Secretary of Commerce for Transportation; Dr. Robert White, head of the State Department's Environmental Science Services Administration; Gen. W. F. McKee, administrator of the Federal Aviation Agency; Gen. John P. McConnell, chief of staff, U.S. Air Force, and Dr. F. L. Thompson, director, Langley Laboratories, National Aeronautics and Space Administration.

On November 18, Senator John L. McClellan of Arkansas will deliver the featured address at the dedication of the Lyndon Baines Johnson Plaza to ICAT.

Write: ICAT, 106 Elrock Building, 1015 Louisiana St., Little Rock, Ark. 72202.

A PROGRESS REPORT

The U.S. balance of payments and the business community

Leading companies join in concerted effort to improve the country's position

By ANDREW F. BRIMMER
Assistant Secretary of Commerce for Economic Affairs

The President's program to improve the balance of payments is the subject of much public discussion.

BRIMMER

Certainly the success of the voluntary approach, especially that part of the program for which the Department of Commerce is responsible, is totally dependent upon the understanding and cooperative effort of American business leaders.

Thus, it is vital that you, the business community, be accurately informed of the progress we are making.

We also think it is necessary to identify from time to time those areas of the program which need re-enforcing. Moreover, because the program is voluntary —because it is not based on a set of detailed regulations—it is useful to review periodically the framework and spirit in which the effort is going forward.

Basic strategy

In implementing the President's balance of payments program outlined in his message to Congress of Feb. 10, 1965, the Secretary of Commerce asked U.S. firms with substantial business abroad to make an extraordinary effort to increase by 15-20% their already positive contribution to our balance of payments. He recommended general guidelines and he asked business leaders to report quarterly on a specified range of foreign transactions. However, these reports do *not* provide a complete balance of payments record of the companies in the program.

The reports cover:

- ► Exports to all countries.
- ► Earnings on direct investment and other transactions with affiliates in developed countries, and the same items with other foreigners in developed countries shown separately.
- ► Capital transactions with affiliates in developed countries, and long-term capital transactions with other foreigners in developed countries shown separately.
- ► Balance of credits from the above transactions for 1964 as a whole and an estimate for 1965. The quarterly reports show the actual transactions during the period covered.
- ► Amount of short-term financial assets held abroad by the parent company and by its affiliates shown separately.

Fundamentally, the companies were asked only to improve their contribution to the balance of payments. *How* they achieved this was left to the companies. Guidelines were suggested, but no specific targets were recommended for each company, except for the repatriation of short-term financial assets held abroad by the parent company.

Guidelines

The key guidelines are:

- ► Expansion of exports to *all* countries.
- ► Postponement or cancellation of marginal direct investment projects in *developed* countries.
- ► Greater reliance on funds obtained abroad to finance direct investment.
- ► Acceleration in the repatriation of income from *developed* countries.
- ► Repatriation of short-term financial assets in excess of those needed for working capital in *developed* countries.

The guidelines relating to direct investment did *not* call for an explicit reduction in the level of such investment. Instead, the stress was on the financing of expenditures on facilities abroad *with funds raised abroad.*

This should be kept in mind when appraising the behavior of direct investment since the voluntary program was launched. Moreover, the companies were not asked to exercise restraint on direct investment in Canada.

Over-all performance

By the end of June, the program of voluntary cooperation with the business community had already had a clear impact on the balance of payments. It is not possible to measure all of its effects apart from other influencing factors, but it is clear that it contributed to the second-quarter balance of payments surplus.

The over-all progress of the program can be traced in selected foreign transactions by 380 companies whose second-quarter reports we were able to tabulate by the end of September. These 380 companies accounted for over 90% of the total transactions by the companies reporting under the program.

One way to gauge the companies' progress is to compare their achievement during the first half of this year with that for 1964 as a whole. In doing this, we must keep in mind that many companies' activities are highly seasonal, and the January-June period may be particularly unfavorable. Moreover, the dock strike during January and February this year greatly distorted the pattern of foreign trade, and its adverse effects on individual companies had not been corrected by the end of June. Finally, by the end of June, the voluntary program had been in effective operation for less than four months, and the six-month period does not represent a half-way point in the program as it does for the calendar year. But, with these cautionary comments, a rough benchmark can be derived by comparing transactions in the first half of 1965 with the totals for 1964 and in some cases the projections for 1965 as a whole.

Group contribution

As a group, the 380 companies shown have estimated that they will make a contribution of $12.4 billion to the balance of payments during 1965 on the range of

transactions indicated. This would represent a gain of $1.2 billion, or 10%, over 1964. By the end of the second quarter, they had registered a contribution of $6,011 million—or 48.3% of their target for 1965. This amount was also 53.3% of their contribution during 1964 as a whole.

Other comparisons of the first half of 1965 with 1964 show the following:

- Exports were 51.4%, running only slightly ahead of the annual rate a year ago.
- Earnings on direct investment were 56.2%, and other foreign earnings were 60.5%. Both were at annual rates substantially ahead of 1964.
- Capital transactions (primarily direct investment) with affiliates in developed countries were 57.1%, also an annual rate substantially above the amount registered during 1964.

But the table also tells another story: during the second quarter of this year, there was a definite quickening in exports and investment earnings and a slackening in the outflow of capital. From the first to the second quarter, both exports and earnings climbed 11%. In contrast, direct investment declined almost 30%, and other long-term capital transactions dropped by more than 70%. The significance of these changes in terms of the companies' response to the voluntary program will be more evident compared with the over-all balance of payments statistics.

Another rough indication of the companies' progress is the percentage of their estimated 1965 contribution to the balance of payments achieved during the first six months. By mid-year, just under half the companies had registered 50% or more of the expected improvements. On the other hand, during the first half of the year, about 3% of the companies showed a deterioration—rather than a positive contribution—with respect to the improvement estimated for 1965. Another 5% during the first half registered less than 25% of their estimated 1965 gains.

Thus, after allowing for the seasonal factors, the adverse effects of the dock strike on exports, and the late start of the program, a general conclusion stands out.

Perhaps some three-quarters of the companies by the end of the second quarter were definitely on course and following a schedule which would ensure the attainment of the improvements projected earlier. Perhaps another 10-15% can also be viewed as likely to come close to achieving their goals. But to do so will require an extraordinary effort during the last half of this year.

Given the widely different circumstances affecting each company, some diversity in performance was to be expected. On the whole, since a number of companies have reported that they anticipate considerable improvements in the second half of the year, compared with the first six months, the business community as a group will certainly make a substantial contribution to the balance of payments in 1965.

Against this general background, several specific aspects of the voluntary program can be examined more closely in next week's issue.

Thomas J. Watson chosen to receive 1965 Dollar Award

IBM chief executive to be honored during Foreign Trade Convention

Thomas J. Watson, Jr., chairman of the board and chief executive officer of International Business Machines Corp., will receive the 1965 Captain Robert Dollar Memorial Award for his contribution to the advancement of American foreign trade.

WATSON

The award, a gold plaque, will be presented to Watson at a ceremony during the World Trade Dinner of the 52nd National Foreign Trade Convention Nov. 17 at the Waldorf-Astoria in New York.

Announcement of the award was made by E. S. Hoglund, chairman of the National Foreign Trade Council, private non-profit organization of leading American companies engaged in international business. The Council's board of directors, as trustees of the award, unanimously approved the recommendation of the 1965 award committee which nominated Watson.

Richard V. Thomas, president, Goodyear International Corporation, chairman of the award committee, will make the presentation.

Watson will be the 28th American to receive the award, which was established in 1937 by the Dollar family of San Francisco in memory of Captain Robert Dollar, renowned pioneer of American shipping and world trade. Watson's father, Thomas J. Watson, Sr., received the award in 1940.

Michigan industry to confer on trade

A distinguished battery of speakers will address the Second Detroit International Trade Conference October 22 at the Rackham Memorial Building.

Richard Jeeves, former vice president of International Operations at Parke, Davis & Co., will be keynoter.

Detroit Mayor Jerome P. Cavanagh will be the luncheon speaker and Rep. Hale Boggs of Louisiana will be the featured speaker at the evening banquet.

BOGGS

CAVANAGH

The conference will be sponsored in cooperation with the University Center for Adult Education, the State Bar of Michigan, the Detroit Bar Association, the U.S. Department of Commerce, the Michigan State Chamber of Commerce, the Economic and World Trade Clubs of Detroit, the Michigan Manufacturers Association and 15 other trade and professional organizations.

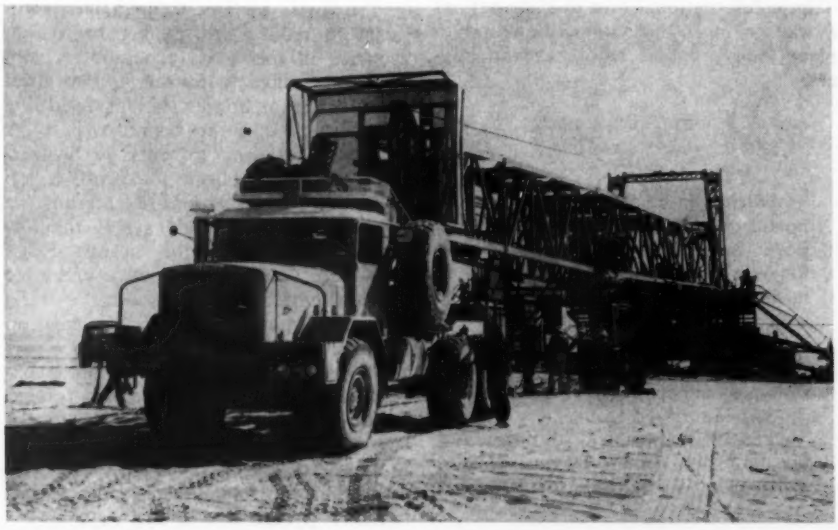
Topics scheduled for study include Government Policy; Government Assistance; Advertising and Market Research; Transportation; Financing and Investment Protection; Antitrust Laws, Litigation and Taxation; and Property and Contract Protection.

Cattle are on the move from Tampa to Venezuela

A few months ago the Port of Tampa, Fla., began a big push to become a major cattle export center.

And last week the first shipment—about 400 head—moved through the Metroport terminal on their way to Venezuela. Another shipment of 400 head is scheduled for departure to South America on Nov. 5. Twelve days later another 700 head are scheduled for export.

A group of cattle buyers from Venezuela recently visited Tampa and, according to Tampa Port Authority Manager Jack P. Fitzgerald, were considerably impressed by that city's hospitality.



OIL RIG is loaded aboard a heavy duty truck for its trip to another drilling site in the Sahara.

Public projects, oil industry create prime market in Libya

Expanding economy needs everything from jets to plumbing; U.S. firms can enter the market at Tripoli Fair in February

For the past few years the Libyan economy has been experiencing a major and sustained expansion stimulated by the rapid development of its petroleum resources.

Production and export of crude oil increased to record levels during the second quarter of 1965, as both government revenues and foreign exchange reserves soared to new heights.

The broadening of the benefits of the oil boom among the Libyan population has made Libya a promising market.

The Government of Libya has played a major role in this development. The Budget for Fiscal 1965-6 expects revenues of about $465 million, of which $340 million has been marked for the purchase of goods and services. Major government projects are underway in the fields of communications, housing, and education.

Although the fledgling Kingdom of Libya Airlines arranged to buy two French Caravelles from Sud Aviation for about $7 million and to have Air France operate them, negotiations for the purchase of other planes continue.

Bids were invited for the construction of a modern three-story air terminal building at Tripoli's Idris Airport, and the temporary extension of the Idris terminal for the interim period is being considered. Resurfacing of the Idris runway was completed in July and similar work was undertaken for Benina Airport at Benghazi. The government has recently begun shopping around for new navigation and safety equipment for the major airports.

Port improvement

Work has begun on the construction of new deep-water berths along Karamanly Quay in Tripoli, which should help relieve congestion at that port. Construction work also continued at the ports of Benghazi, Tobruk and Derna, and new ports were being designed for Zuara and Homs.

Bids were invited for the construction of several major roads in the Fezzan (the southern province of Libya)—including one from Ubari to Sebha and one from Brak to Edri. Major repairs have been planned for the Tripoli to Sebha highway, damaged by floods some 18 months ago.

The Italian firm SIPAC continues survey work on the major road project of the Five-Year Plan: the widening and realignment of the coastal highway from Tunisia to Egypt and the construction of a new road from Agedabia to Gialo. The total cost of this project is estimated at $56 million.

Still pending

No decision appears to have been made on the award of contracts for installation of two microwave telecommunication systems, one between Misurata and Benghazi and the other between Derna and Alexandria (UAR).

A national television project is reportedly scheduled to go into operation by the end of 1966.

In the field of radio broadcasting, the Ministry of Information and Guidance plans to invite bids on the installation of two 500-kw. transmitters in Tripoli and Benghazi that would be able to reach Central Africa, all of the Arab World and Southern Europe to complete two new stations in Tripoli and Benghazi for special services in English and Italian, the equipment for which has already arrived in Libya; to extend its Arabic services throughout Libya by building new broadcasting stations in Tripoli and Baida, and relay stations in Misurata, Derna and possibly Tobruk; and to set up its own technical training center.

Housing program

The government has reiterated its intention to implement a low-cost housing program which calls for the annual construction of 10,000 houses. Many of these houses will be prefabricated units produced by factories in Libya, but other accessories will have to be imported from abroad.

Contracts amounting to some $9.4 million for the first stage work on large and modern sport centers in Benghazi and Tripoli were awarded in July.

In the field of education, plans have been announced to build and equip about 300 new elementary and secondary schools throughout Libya. Two self-sufficient campuses are planned for the University of Libya, one each in Tripoli and Benghazi, each capable of accom-

modating up to 10,000 students plus faculty.

The Ministry of Health plans a chain of 10 new 150 to 200-bed hospitals, including a 700-bed hospital at Sidi Mesri, near Tripoli. The 230-bed hospital at Baida opened in July and a contract was awarded to a Libyan firm to completely equip the recently constructed 50-bed hospital in Benghazi by the end of the year.

Electric power

The government is studying bids received for the 40-megawatt expansion of the Tripoli station and for the new 20-megawatt Jebel Akhdar station, while the bid deadline for the new 20-megawatt Benghazi station has been extended.

This brief summary of the status of major projects indicates that at the present time the Government of Libya is "in the market" for a long list of goods ranging from sophisticated aircraft and telecommunications equipment through electrical generators and port equipment down to simple plumbing fixtures and hospital supplies.

It is also looking for various types of contract services, such as operators for its new international airline and its projected television network as well as architects, engineers, and "turn-key" contractors in almost all fields.

Both production and export of crude oil increased during the second quarter of 1965. Production rose about 7%, from 103 million barrels during the first quarter to 110 million during the second. Exports rose about 13%, from 98 million to 111 million barrels.

The high level of expenditures by the oil industry was maintained during the second quarter and is expected to continue. The granting of new concessions, which should take place before the end of the year, will result in a marked increase in general exploration activity and a further rise in expenditures by the oil concessionaires.

Broad, substantial market

Due to the large number of individual companies involved in the Libyan oil industry and the high level of activity by most of these companies, a substantial market exists for a number of products, including not only specialized oil field equipment but also more general items such as executive aircraft and sophisticated business machinery.

The stimulus provided by government projects and the expansion of the oil industry are creating bright growth prospects for nearly every sector of the economy. Other countries have shown an increased attraction to the Libyan market and competition is strong.

American firms may participate in the Tripoli International Fair in February, as a way to meet this competition and to place their products before Libyan buyers.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Switzerland's new rules restrict foreign workers

The Swiss Federal Council, in a program to reduce the number of foreign workers in the Swiss economy, is subjecting travelers to Switzerland to strict examination at border stations regarding intentions within the country.

Persons desiring to work in Switzerland are now obliged to secure a job and a work permit before entering the country. Having found a job, the foreigner must notify the nearest Swiss Consulate that his prospective employer has applied for a work permit.

Tourists may remain in Switzerland up to three months without a residence permit and may receive three-months extensions from the municipal foreign policy—on the condition that the tourist status is maintained. Non-working, non-tourists (retired) wishing to rent an apartment must obtain a residence permit before entering the country.

Austrian film industry continues to sag

Television, changing leisure-time activities cause 7th straight year of decline

Stagnating production and declining movie attendance continued to plague the Austrian motion picture industry in 1964. Only 19 feature films were produced in 1964, of which 8 were co-productions.

Austrian film-makers lack sufficient ready capital to finance films, and the small Austrian market yields revenues covering only about 10% of production costs, making Austrian producers dependent on the West German and other foreign markets.

Austria exports feature films to West Germany, Switzerland, France, and some of the Scandinavian countries. Nine Austrian features were exported to France in 1964, below France's annual import quota of 12 Austrian films.

Austria's 1964 movie attendance dropped substantially for the seventh consecutive year to 76 million, some 10% below 1963, and 38% lower than the 1958 high of 122 million. Competition from television and the increase in private motor vehicle ownership, with its subsequent changes in the way people are spending their leisure time, were largely responsible for the decline. The downward trend of movie attendance appears to have accelerated in 1965.

A total of 126 Austrian movie theaters have closed since 1959. Admission prices went up by 38.5% in 1964, with the average price per ticket increasing from about 30 cents to 42 cents. This increase was to cover higher salaries and operating costs.

In 1964, a total of 440 new foreign films were released in Austria compared with 448 in 1963. One hundred and thirty-six of these new releases were United States films (148 in 1963); Italy supplied 51, the USSR 50, West Germany 47, United Kingdom 47, France 27, Japan 10, and Sweden 7, with the remaining films being primarily French-Italian co-productions.

The 1964 film supply was characterized by a decrease in German-language films and films from the United States, and a strong increase in productions from Common Market countries.

The so-called Kulturgroschen, a federal tax of about one cent levied on movie theater tickets to support legitimate theaters and other cultural institutions was abolished on January 1. This was in response to the trade's demands for tax reduction.

Abolition of the war victims' tax (ranging from 2.5 to 15% in federal provinces) and a gradual reduction of the entertainment tax (ranging between 9 and 25% according to municipality) are additional tax objectives of the Austrian film industry. Partial success with regard to the entertainment tax has already been scored in some municipalities.

Total results of American exhibit at Essen welding and cutting fair go far beyond all expectations

Representation agreements signed with 74 firms throughout Western Europe; future sales may reach total of $6 million

The total results of the American exhibit at the Essen, Germany welding and cutting fair went beyond what was expected, the U.S. Consulate General in Duesseldorf has reported.

Representation agreements were negotiated with 16 firms in Germany and 58 other companies through Europe. At the close of the fair negotiations were still pending with 126 potential representatives, 41 of which are in Germany. Six licensing agreements are pending.

The sales tabulation was $1,038,195. Estimated sales during the next 12 months are about $6 million, the Consulate General reported.

All U.S. exhibitors were "greatly surprised" at the interest in American welding and cutting equipment and supplies as well as the business potential in Germany and other European countries.

Good stimulation

"Without question," the Consulate General reported, "the experience at Essen has greatly stimulated the interest of U.S. participants new to the market in developing export markets in Western Europe."

The U.S. exhibit was visited constantly every day by a steady stream of interested buyers. Visitors from outside Germany were plentiful, the Consulate General reported, and came from practically all West European countries.

Numerous buyers from Eastern Europe, Australia, Japan, South Africa, New Zealand, Israel and Greece also attended. The variety and advanced design of American equipment as remote control welding, metal depositing, arc-torch cutting and welding power units attracted wide attention and convinced foreign buyers of the technological progress made by U.S. industry.

The fair management reported a total of 80,000-90,000 visitors from 64 countries, including 20,000 from beyond West Germany's borders. Estimated visitors to the American pavilion were 75,000.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Some comments from exhibitors follow:

Cayuga: "The comparison of our product lines with those manufactured in Europe confirms our belief in the marketing possibilities. Local businessmen were eager to sell our products."

McKay: "It was wonderful. We were shown wonderful results and worldwide benefits. We could write a book on the subject of how the show helped us."

Mid-States: "We received many visitors from all over Europe and were able to establish contact with many users and wholesalers."

Oxo: "A large number of distributors were interested in our products. Our participation in the show demonstrated the acceptance of American welding products and recognition of U.S. technological and engineering progress. The show provided excellent exposure for the average worker to become familiar with U.S. welding equipment. It helped formulate the policy of our European sales."

Rexarc: "The show helped in many ways, and some of the benefits may well be projected for many years in the future. For our company, which is presently enjoying 30% gross sales in exports, the experience at Essen has given us assurance of the continuance of this worthwhile volume."

Tempil: "We demonstrated our product to several thousand technicians not presently aware of its existence. It confirms the impression of a substantial market for our products in Germany. We received over 40 requests for representation in Germany, Holland, Greece, Switzerland, Austria and Spain.

Thermacote: "We estimate we can realize sales of a quarter million dollars in the next twelve months."

21 U.S. manufacturers show husbandry products in Japan

Twenty-one American manufacturers, hoping to share in a market that could reach $6 million annually, are showing their products in the first annual husbandry equipment, accessories and materials show at the Trade Center in Tokyo, Japan.

A market survey prepared for the Commerce Department's Bureau of International Commerce (BIC) shows the trend in the last decade to Westernize the Japanese diet has caused a revolution in the country's livestock industry and created a rapidly growing market for products to support it.

According to the survey, almost every area of the Japanese economy—including agriculture—has boomed in the last decade.

Thus, the survey shows, the need to modernize and mechanize livestock, dairy and poultry farming is vital. Large numbers of farm cooperatives, banded together as federations, are pooling their resources to achieve this end.

U.S. participation sought at 1966 Tokyo Home Show

American firms are invited to participate in the 4th Tokyo International Home Show April 30-May 8, 1966, at the Harumi Pavilion.

Attendance is expected to approach the 500,000 mark. The show next spring includes two weekends and two national holidays during what Japan calls "Golden Week" as many businesses are closed.

Products to be displayed include foods, appliances, homebuilding materials, interior decoration, leisure-and-sports goods, textiles, clothes, home furnishings, tools, utensils, house-heating products, soft drinks, cosmetics and toys.

Write: Tokyo International Home Show, c/o Cultural Project Department, Asahi Shimbun, Tokyo Head Office, 2-3 Yuraku-cho, Chiyoda-ku, Tokyo, Japan.

U.S. display items for Interkama fair come by ship, plane

Thrust into West German market also made through outer space

An aggressive thrust into the German market by sea, air and even outer space was the United States' exhibition at INTERKAMA, the trade fair for instrumentation and automation that opened Oct. 13 in Duesseldorf.

The display items from 93 U.S. companies came by ship and plane. The signal that opened the American exhibition was bounced off the Early Bird communications satellite parked thousands of miles above the Atlantic.

Just before he pushed the button in his Washington office to inaugurate the exhibition, Assistant Secretary of Commerce Alexander B. Trowbridge said by telephone to German Economics Minister Kurt Schmuecker, "This is just one example of the many scientific and technological advances brought about by man's exploration of space. It is for the benefit of all, and we can be sure there are many more to come."

Not from timidity

To this Schmuecker, responding from the American exhibition, replied: "It was not timid raising of barriers that has brought about the prosperity of our nations and the world; rather it is from trade and economic cooperation which promotes division of work in the world economy to the benefit of all. I am as happy as you are about the favorable status and development of trade relations between our two countries."

Trowbridge's electronic impulse then flashed on a screen a specially edited color film of the "Walk in Space" of American astronaut Col. Edward White. The film and an accompanying closed-circuit video tape presentation was the centerpiece to an American presentation that ranged from industrial computers to instruments and test or control devices for precision production in laboratory or plant.

Fifty-three exhibitors representing 93 U.S. firms are participating in the export promotion exhibition. The fair will be held through Oct. 19.

The INTERKAMA exhibition is the 14th international trade fair in which the Bureau of International Commerce has staged a U.S. export promotion exhibit this year.

Thailand's desire to tap mineral resources uncovers lode of opportunities for U.S.

Mining and safety equipment show scheduled next winter at Bangkok Trade Center; market survey points up needs

Thailand's eagerness to tap her mineral resources has uncovered a lode of sales opportunities for American makers of mining and safety equipment.

To help U.S. manufacturers introduce their products in this market, the Commerce Department's Bureau of International Commerce (BIC) will sponsor a mining and safety equipment show at the Trade Center in Bangkok, Feb. 9-23, 1966.

Survey indicates growth

The show was planned after a comprehensive market survey prepared for BIC indicated rapid growth in the Thai mining industry and an immediate and continuing need for many types of mining and related products.

Mining equipment to be featured at the Bangkok show includes pumps, drills, shovels, air compressors, bulldozers, and products for washing, drying, separating, classifying and analyzing ore. Among the safety products will be lights, respirators, special clothing and head gear, warning and detection devices, and alarm systems.

Mining equipment with sales potential in Thailand includes:

Bulldozers, air compressors, dust collecting jack hammers, submersible pumps, cement sprayers for gunniting and grouting, rock bolting machines, color meters for analyzing ph and impurity of liquids, hydroclones (using centrifugal force), water nozzles (giant type), shaking tables, and ore drying furnaces.

Safety equipment includes:

Machinery safety guards, suction devices to remove smoke and gases from industrial plants, safety flashlights (nonexplosive, e.g., for mines), various types of eye protectors, resuscitators for ambulances (portable), reflectorized raincoats for policemen and road workers, respirators, linesmen's equipment, smoke and fire detectors with alarm systems.

Call or **write:** Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, area code 202, WOrth 7-3846, or contact any of the Department's 42 field offices.

ABOUT 2,000 VISITORS from overseas attended the recent Machine Tools Show in Chicago. Gunnar Lundgren, above, was the first one from abroad. He is greeted by Noble Clark, president of the National Machine Tool Builders' Show, Inc. Around $50 million worth of machine tools was sold at the show.

TWO ATTRACTIVE German science students receive a demonstration of an optical laser modulator system at the Frankfurt Trade Center. The scene occurred at the booth of the Nuclear Measurements Corp.

ABSORPTION is the mood of the young German science students (above), who examine a multi-channel analyzer system at the Nuclear Data, Inc., booth. The group of German physicists (below) appears equally absorbed by the portable radiation survey instrument exhibited by the Victoreen Instrument Co.

Nuclear instruments show in Frankfurt brings agents, sales

International atmosphere prevails as visitors come from 17 countries

A truly international atmosphere prevailed during the eight days of the nuclear instrumentation and related equipment show at the Frankfurt Trade Center Sept. 28-Oct. 5. Visitors from 17 countries, including the Soviet Union, Yugoslavia, Turkey, and East Germany, were registered. Fifteen percent of the visitors came from countries other than West Germany.

This exhibit represented the first serious commercial effort by the U.S. industry to sell nuclear instrumentation in the international market.

Considering the manner in which equipment of this type is usually purchased, Trade Center officials were agreeably surprised to note that more than $100,000 off-the-floor sales were concluded. Sales forecast by exhibitors during the next 12 months should exceed $1 million.

'Success stories'

One of the most interesting "success stories" was that of Canberra Industries, Inc., Middletown, Conn. Part of their production includes whole line modular nuclear coincidence and spectroscopy equipment.

Not only was Canberra successful in appointing a representative to handle his line in Germany, but also sold seven of the spectroscopy units off-the-floor to a university research laboratory in Munich. Greer estimated that on the basis of his participation in this exhibit his 1967 business would be 15 to 20 times that of his estimate of $200,000 sales for 1966.

Another exhibitor, the Chemtree Corp., Central Valley, N.Y., also a novice on the export scene, had an equally successful story to relate. William Cornelius Hall, president, registered more than 70 visitors at his booth, the majority of whom he regarded as very promising potential customers. Chemtree manufactures metallic mortar powders developed for specialized nuclear shielding applications.

Hall appointed an agent to handle his products in Germany and is currently negotiating with other agents for representation in other West European countries.

VISITORS EXAMINE DEMONSTRATION cut-away model of a packaged compression-type water chiller manufactured by Trane Co., part of Central Display.

AIR CONDITIONING FOR GERMANY

Builders react warmly

Trade Center show in Frankfurt confirms potential for industrial, residential equipment

"Fifty-eight percent of the visitors at our booth proved of extreme importance for future business."

"We reached the right people and very many of them."

"The exhibition strongly succeeded in selling the idea of air conditioning to a very large potential market."

The above were typical comments by exhibitors following the Air Conditioning Show at the U.S. Trade Center in Frankfurt, in September.

Background to the conclusion of a successful exhibition is a story that begins with market research conducted a year ago in Germany.

An important chapter takes place in March 1965, six months before the show opens. An important meeting is held at the Trade Center.

Representatives of all American firms with offices in Germany are asked what they think is needed to make the show worthwhile for them.

The major objective, they respond, should be to make German builders, engineers and architects aware of the advantage of air conditioning in general and American air conditioning in particular.

To reach this objective several special efforts are decided upon.

Every prospect is to be contacted at least twice. All exhibitors are invited to make their mailing lists available to the Trade Center's market promotion firm as well as to mail the invitations on their own.

Special stickers advertising the show are prepared by the market promotion firm and purchased and used by participants.

Special talks

A series of three lectures "Does it Pay to Air Condition," "Air Conditioning in America," and "The Technical and Commercial Advantages of Central Chilled Water Utilities," are to be given on three evenings in the Trade Center immediately following the show.

To insure that every visitor will have an opportunity to see the entire range of air conditioning equipment rather than only a few miscellaneous items in each booth, a Central Display is planned. This would be the focal point of the exhibition and would be representative of the 26 groups of basic air conditioning equipment produced by the American air conditioning industry.

In the center of the lower exhibit area room air conditioners are to be displayed. The balance of the Central Display will consist of larger units of water chillers, furnaces and special demonstration cutaway models.

All participating firms are invited to supply one or more items for the Central Display in addition to the items in individual booths. Every piece of equipment in the Central Display has an identification label listing all other show participants who manufacture the same product.

Such was the pattern at the Air Conditioning Show that was held at the Trade Center September 1 to 8. Of the 25 participating American companies, nine had never sold in Germany before, a small number had slight previous sales and some were well established in Germany but were looking for additional sales opportunities.

Estimated total sales resulting from the show were over $3 million including $87,700 in immediate orders. Three firms established six agencies in Germany, Switzerland and Austria; one firm signed a licensing agreement with a Spanish manufacturer; ten firms reported that they are negotiating with at least 70 agents, dealers or subdealers on the Continent.

The show with its careful planning and specialized effects confirmed the opinion of American firms established on the German market: there is substantial potential market in Germany for American air conditioning equipment and American products in this field can compete successfully in Germany on the basis of design, styling and price.

Hanover Fair '66 to include heating, cooling equipment

Special international section will become regular feature

Air conditioning, heating and refrigeration firms who are eyeing the German market will be offered a sales opportunity through the U.S. exhibit at the Hanover Trade Fair, April 30 to May 8, 1966.

The Hanover Fair has a fine reputation as a showplace for industrial goods in West Germany and throughout Europe.

In addition to its regular categories, the 1966 Fair will feature a special international showing of heating, refrigeration, and air conditioning equipment. This section will become part of the regular fair every second year.

The Department's Bureau of International Commerce has reserved 15,000 square ft. for a full-scale commercial exhibition devoted to this equipment.

The German market for heating appliances and related equipment is particularly auspicious due to the large scale introduction of natural gas to Germany.

Refrigeration equipment solicited for the exhibit will include all types of conventional as well as sophisticated cryogenic and other advanced industrial equipment.

The market for air conditioning equipment, borne out by the Trade Center show in Frankfurt, presents possibilities in domestic and industrial units, and both will be represented in the show.

For further information write Robert F. Levine, Project Officer, BIC Code 8193, U.S. Department of Commerce, Washington, D.C. 20230 or phone Area Code 202 WOrth 7-4705.

Printing exhibition scheduled for first week of January

The International Exhibition of Printing and the Graphic Arts (Interprint 1966) will be held in Bombay, India, the first week of January.

The U.S. Consulate General in Bombay believes the show offers a suitable opportunity for American firms interested in joint-venture manufacturing arrangements with Indian firms to display their products.

BUSINESSMEN in negotiation with Carrier engineer (standing rear) during Sept. air conditioning show.

Air conditioning company calls trade center shows 'cool'

Carrier International, Ltd. of New York, made its third appearance at the Frankfurt Trade Center during the September Air Conditioning show.

The company has participated in more than thirty exhibits sponsored by the Department's Bureau of International Commerce.

Since 1955 Carrier has exhibited in ten National Exhibitions in such places as Poznan, Casablanca, Algiers, Moscow and Thessaloniki. Beginning in 1963 the company began exhibiting in BIC-sponsored commercial exhibits in Lyon, Osaka, Brno, Tel Aviv and London.

And since 1962 Carrier has exhibited at least once in five of the U.S. Trade Centers in London, Frankfurt, Bangkok, Tokyo and Milan, the most recent being last week's "Hotel, Restaurant and Apartment House Equipment" exhibit at the U.S. Trade Center in Bangkok.

As A. G. Oliva, Carrier vice president in charge of marketing says: "We now make it a practice to participate in any and all of the U.S. Trade Center shows featuring our line of equipment.

"The September show in Frankfurt confirmed in our minds that the U.S. Trade Center activity has become the best approach to exhibit U.S. made products abroad."

Oliva said exhibiting in the Frankfurt Trade Center helped dramatize to German buyers how important air conditioning is to industry. Previous exhibits were devoted to residential units. This time Carrier exhibited equipment vital for temperature control of computer plants or other industry.

This company believes air conditioning has been an international business almost from the time its first scientific cooling system was designed in 1902 by Dr. Willis H. Carrier.

The first sale of Carrier equipment abroad was recorded in 1907 to the Fuji Spinning Company, a silk producer in Japan.

In 1928 Carrier's international operation consisted of one person selling equipment manufactured in the U.S. Today, the company has more than 100 people stationed abroad. Its subsidiaries abroad employ hundreds of other persons.

In 1932 Carrier's export business totaled $380,000. Today it is well up in the millions.

Constantly on the look-out for new overseas possibilities Oliva says, "you can rest assured we will continue to participate in BIC programs whenever possible."

General Electric to sell generator to Japanese firm

Cost of U.S. equipment, services, shipping will total $12.4 million

Chubu Electric Power Co. of Nagoya, Japan, will purchase a 500 megawatt steam turbine generator from the General Electric Co.

The generator will be supplied by General Electric's IGE Export Division and will be installed at Chubu's new Chita station near Nagyo. General Electric Technical Services Co., Inc. (GETSCO), will provide field supervisory services.

The total cost of the U.S. equipment, services and shipping charges on U.S. ships will be some $12.4 million.

The Japanese firm, serving central Japan, ranks third among Japan's nine power companies in revenues and generating capacity. It is also Japan's fastest growing utility in the most rapidly developing part of the country. To meet growing demand for power, Chubu will double its system capability from 4,000 to 8,000 megawatts by 1970.

A $9.5 million Export-Import Bank loan has been authorized to Chubu to help finance the purchase, shipment, and supervision of installation of the generator. In its sales contracts with IGE and GETSCO, Chubu will make cash payments of 10% of the respective invoice values. IGE and GETSCO will participate with Eximbank in the financing to the extent of 15% of the contract prices.

The loan is to be repayable in 30 semi-annual installments beginning in 1968 and is guaranteed by the Japan Development Bank, a Japanese Government corporation.

General Electric to expand its facility in Colombia

The General Electric Co., New York City, has invested approximately $5 million in cash, equipment and machinery to expand its manufacturing enterprise in Colombia.

General Electric, which has spent $1 million to finance imports of machinery and supplies from the U.S., will expand facilities for producing and storing irons, wringer washers, fans, refrigerators, air conditioners, and assembling and storing vacuum cleaners, floor polishers and blenders.

Guaranties covering currency convertibility, and against loss from expropriation, war, revolution and insurrection, have been issued to the company by the Agency for International Development.

Peruvian self-help agency to buy U.S. equipment

The Peruvian self-help agency, Cooperacion Popular (COOPOP), will purchase $1 million worth of U.S. construction and maintenance equipment needed for various self-help projects.

COOPOP, which was initiated in 1962, has extended and coordinated the Peruvian Government's community development program. The agency assists communities throughout Peru in projects such as construction of roads, medical posts, schools and water supply systems.

Residents of the communities provide labor and some materials and COOPOP gives planning assistance, technical advice, and tools and equipment. University students and Peace Corps volunteers have participated in a number of the agency's activities.

Varying quantities of some 75 different products of U.S. manufacture will be exported to Peru. These items include 4,000 wheelbarrows, 62 hoists, 50 sets of mechanics' tools, 12 sets of valve grinding equipment, 90 typewriters, 24 pick-up trucks, and eight portable electric generators.

The purchases will be financed through an Export-Import Bank loan which is repayable over 10 years, including grace period.

Twelve more nations sign investment accord

The number of signatories to the Convention on Settlement of Investment Disputes between States and Nationals of Other States has now reached 22.

During September the Convention was signed on behalf of 12 countries: Liberia, Dahomey, Upper Volta, Ethiopia, Gabon, Cameroon, Japan, Sweden, Somalia, Sierra Leone, Nepal and Luxembourg. The U.S. had signed earlier.

The Convention will enter into force after ratification by 20 states.

U.S., 12 other nations discuss coordination of assistance to Tunisia

The United States joined with 12 other nations in discussing the coordination of external assistance to Tunisia. Representatives of Belgium, Canada, Denmark, Finland, France, Germany, Italy, the Netherlands, Spain, Sweden, Switzerland and the U.K. also took part in the recent discussions at World Bank headquarters in Washington.

The African Development Bank and the International Monetary Fund were also represented.

The Tunisian Secretary of State described the development needs of Tunisia as they are being worked out in the Four-Year Plan (1965-68) and in the economic budget for 1966. He stressed the fact that although domestic savings will play a major role in financing the projected investments, there would still remain a substantial resource gap which could be filled only with assistance from friendly countries. This view was supported by the recent World Bank Economic Mission to Tunisia.

The countries will meet again in Paris on November 22 and 23 to discuss the findings of the Bank economic report and to exchange information and views on external assistance to Tunisia in 1966.

British Embassy represents U.S. interests in Brazzaville

Because of the arrest, detention incommunicado and expulsion of U.S. Government personnel by the Government of the Republic of Congo-Brazzaville, all U.S. diplomatic and consular personnel have been withdrawn from that country.

As of last Aug. 13, U.S. interests in Congo-Brazzaville have been represented by the British Embassy. Although the U.S. Government did not regard its action as a break of diplomatic relations and informed the Congolese Government that it was free to retain its Embassy personnel in Washington, all such personnel have been transferred to the Congo-Brazzaville Mission to the United Nations in New York and the French Embassy in Washington now represents the interests of Congo-Brazzaville in the U.S.

U.S. businessmen having inquiries about Congo-Brazzaville should address themselves to the nearest Field Office of the Department of Commerce or directly to the Departments of Commerce or State in Washington.

Netherlands budget for 1966 increases expenditures, taxes

Housing, education, foreign aid, transportation allotments boosted

The Netherlands Government 1966 budget recently submitted to Parliament, calls for expenditures totalling $5,009 million, about 10% above the estimated final figures for 1965.

To meet the additional costs, revenues will be increased 14% to $4,710 million.

The rise in expenditures is largely attributable to increased allotments for education (up $221 million), housing, Government wages (both up $166 million) transportation and public works (up $110 million), and foreign aid (up $41 million).

Education, cultural, and scientific activities continue to receive the lion's share of the budget pie, 25%, 1% more than in 1965.

The share for housing is up from 9.9 to 11.1%. Declining shares are noted in defense expenditures (from 17.2 to 14.9%) and national debt service (from 9 to 7.2%).

Most of the increased expenditures will be financed by raising taxes. Because of the already high burden of direct taxation in the Netherlands, greater emphasis will be placed on indirect taxes. Excise taxes will be raised on alcoholic beverages, cigarettes, gasoline, and some other items.

Turnover taxes will be increased on automobiles, motorcycles, television and radio sets, boats, and certain other luxury goods. A turnover tax will be introduced on textiles and shoes. Property, corporation, and dividend taxes will be raised, while a proposal to tax speculative profits will be introduced. These increased taxes are expected to bring in about $45 million to Government coffers next year.

As planned earlier, there will be a reduction of income taxes totalling some $124 million. However, to prevent this reduction from immediately increasing purchasing power and to obtain more funds, the Government is proposing a tax savings certificate plan. Under this plan, taxpayers will pay at the old rate, but will receive non-negotiable five-year certificates for the amount of the reduction.

Italian tariff issued

Italy has issued a new Customs Tariff ("Tariffa dei Doganali di Importazione della Repubblica Italiana 1965").

In its structure, the new tariff schedule is basically the same as the 1962 tariff but it does reflect the many changes which have taken place in duty rates since January 1962.

The new tariff may be purchased from Instituto Poligrafico dello Stato, Libreria dello Stato, Rome. (Price: $24.)

Colombia to retain plan for extended suppliers' credits

The Colombian Superintendent of Foreign Trade has reported that the Government does not intend to abolish the plan for extended suppliers' credits established by the Monetary Board by which Colombian importers were encouraged to arrange long term financing through their suppliers.

However, the Superintendent has stated that Government agencies would no longer encourage Colombian importers to conclude such arrangements with their foreign suppliers and that those who did so, would probably receive no preference or special consideration regarding issuance of import licenses.

Chilean futures market opened for all imports

The Chilean Central Bank has announced that all imports now can be paid for by exchange purchased in the futures market.

This enables an importer to purchase foreign exchange in the futures market for remittance abroad once he has cleared his imports through customs and has documentary evidence that duties have been paid.

However, the mandatory waiting period between the date of embarkation and remittance remains at 120 days. Delays of over 120 days in the future should not be due to a lack of foreign exchange availability at the Central Bank but rather to delays on the part of the importer.

Austria will permit U.S. canned fruits with corn syrup

The Austrian Ministry of Social Welfare has informed the U.S. Embassy at Vienna that it has satisfied itself that the corn syrup in the U.S. canned fruits is not in violation of Paragraph 29, Chapter B-5, of the Austrian Codex Alimentarius.

An earlier opinion by the Federal Institute for Examination of Foodstuffs that the use of corn syrup constituted adulteration under Austrian Law had brought into question the salability of U.S. canned fruits on the Austrian market.

According to the latest information from Vienna, the several Austrian Federal Institutes for Food Examination have been instructed to take corrective action under Paragraph 29, Chapter B-5, only if the syrup of fruit preserves shows a distinct Fiehe positive reaction. The Fiehe reaction is for the determination of dextrins in starch sugars and starch syrups.

While the current German language labeling of U.S. canned fruits exported to Austria or to Germany is acceptable and does not constitute a hazard to normal imports into Austria, it has been suggested that future labeling could properly contain only the statement in German "Contains glucose syrup" or "Prepared with the addition of glucose syrup" (*Glukosesirup*) instead of the present reference to "starch syrup" (*Staerkesirup*).

Netherlands imposes new selective price controls

The Netherlands Government concerned with the rising level of retail prices, has imposed new selective price controls.

Hotels, cafes, and restaurants have been ordered to roll back charges to no more than 4% above those prevailing on Oct. 1, 1964. Manufacturers of water heaters have been instructed to reduce their prices, as authorized profit margins have been exceeded.

The January-July cost-of-living index averaged 5% above the like period 1964. The Central Planning Bureau had estimated a 4½% increase for the year.

Fiber glass boat venture proposed by firm in Turkey

Agreement enabling expansion sought with U.S. manufacturer

A builder of fiber glass pleasure boats in Turkey would like to expand and proposes a collaboration agreement with an experienced U.S. pleasure boat manufacturer.

The firm seeks an agreement which might range from marketing and importation of U.S. marine engines to a full scale joint venture involving manufacture of complete fiber glass pleasure boats larger than those currently being made by the firm.

The Izmir firm is a subsidiary of a large paint manufacturer and reportedly Turkey's only producer of polyester resin. It currently builds 4.5 meter inboard-outboard runabouts and outboard dinghies which sell in the Izmir area at around $600.

According to the firm, it can market these craft in Europe at about 30% less than European competition but lacks a foreign sales organization and export sales experience.

Choice of three

Three forms of collaboration are proposed by the Turkish firm.

First, a simple marketing arrangement in which a U.S. firm would distribute current manufacture through its foreign sales channels and secondly, an arrangement with a U.S. manufacturer/exporter of marine engines permitting shipment of U.S. engines to Izmir for installation in the Turkish firm's boats. A claimed advantage for this proposal is that the higher cost of a U.S. engine would be offset by the lower cost Turkish boat, while the Izmir firm would enjoy the marketing facilities of the U.S. firm.

The third proposal calls for a full scale joint venture to manufacture a wide range of fiber glass pleasure craft and market them for export complete with U.S. engines. In this case the Izmir firm would supply polyester resin, molds, plant, labor and some capital while the U.S. partner would provide licenses or patents for boats up to 12 meters, engines, mechanical fittings and perhaps fiber glass as well as the marketing organization.

The amount of financial participation by the U.S. partner would depend upon the form of collaboration agreed upon by the parties.

Write: Binbir Oto Parca Koll (BBOP Co.), Gazi Bulvari 67, Izmir, Turkey. WTD.★

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

WATER, STOCK PUMPS

A manufacturer of paper-making equipment seeks a licensing agreement to manufacture water and stock pumps of up to 24 inches for use in the paper-making industry.

Write: The George F. Robertson, Pty., Ltd., 48 Alfred St., Milson's Point, North Sydney, Australia. WTD.

HEAVY CRANES

Manufacturer of overhead traveling cranes for heavy industry wishes to expand in this field and seeks a partnership with a U.S. maker of heavy cranes.

Write: Altikar, Pty., Ltd., St. Marys, N.S.W., Australia. WTD.

Mexican machine tool firm seeks help in expansion

A Guadalajara milling machine manufacturer, claiming to be the sole Mexican producer of gearhead drill presses and with 15% of Mexican V-belt drill press production, proposes a joint venture with an experienced U.S. firm to expand its line of machine tools.

Required of a U.S. partner in the venture is financial participation from $100,000 up to a maximum of 49%, along with technical assistance.

The Mexican firm was established in 1963 and currently has 25 employees and annual sales of around $80,000. Its plant is located on the outskirts of Guadalajara and is equipped with modern machinery from the U.S., Western and Eastern Europe.

Planning calls for expansion of production into lathes and planing equipment. According to the firm, importation into Mexico of drill presses from countries outside the Latin American Free Trade Association is prohibited, lathes less than 10 inches require import permits and larger sizes will be restricted once Mexican production begins.

A cooperative Government attitude is expected toward expansion of existing plants because of the policy to encourage the establishment and growth of medium sized industry.

Write: Ferro Mexicana S.A., Apartado Postal 1006, Guadalajara, Jalisco, Mexico. WTD.

Ecuadoran textile maker wants U.S. collaborator

The owner of a Quito textile mill seeks a joint venture with a U.S. firm experienced in the production of rayon and cotton textiles.

Technical assistance by the U.S. collaborator is particularly requested although some support in the form of additional machinery and operating capital would also be required.

The mill, located in the industrial sector of Quito, is now idle but buildings, machinery and equipment are in place. The present owner, also the director of a textile distribution organization, anticipates no difficulty in marketing the entire mill production.

Write: Sr. Francisco Simo, Textiles Condor Sociedad Anonima (TECONSA), Casilla 2446, Quito, Ecuador.★ WTD in Spanish.

Bombay distributor proposes optical components venture

An Indian distributor of consumer products such as radios and electrical appliances and scientific instruments proposes a joint venture with an experienced U.S. firm to manufacture optical components.

The U.S. partner is asked to provide equity participation and technical know-how. The Indian firm has reportedly succeeded in obtaining a letter of intent from the Government for the proposed project, valid up to Dec. 25.

The Indian firm headquartered in Bombay, has branches in six other major cities. It proposes to set up a plant at Hadapsar, about 120 miles from Bombay, to produce optical components including eyeglass lenses, optical flats, microscope optics and lenses for projectors, cameras and surveying instruments.

Total cost of the project is estimated at $630,000. The amount of financial participation desired of the U.S. partner is subject to mutual agreement.

According to the firm, most raw materials for the enterprise, except for special type optical glasses, are available locally. Plans call for exporting about 20% of production to other Asian Countries. Because of the Dec. 25 deadline on the letter of intent, firms interested in this proposal should contact the Indian company at once.

Write: General Radio and Appliances, Ltd. (GRA), 8 Mama Parmanand Rd., Bombay 4, India. WTD.

Brazilian company requests partner for dam project

A leading Brazilian construction and engineering firm is interested in establishing contact with a qualified U.S. company to form a consortium to bid on construction of the dam for the Jaguara hydroelectric power project in Minas Gerais and Sao Paulo.

Total cost of the Jaguara project is estimated at $60 million. The plant, when finished, will generate 500,000 kilowatts. Foreign bidders are required to be associated with Brazilian contractors.

The Brazilian firm would provide the leveling and earthwork portion of the contract, and the remaining services would be carried out by the U.S. company which should have had previous experience in construction of dams of this size, particularly as concerns concrete construction.

The prequalification deadline for foreign firms is Nov. 10.

Write or cable immediately: Construtora "Andrade-Gutierrez" S.A., Rua Barao de Macaubas 369/71, Belo Horizonte, Minas Gerais, Brazil. Cable: CONSAG.

For additional information outlining bid qualifications, **Write:** Bureau of International Commerce, Office of International Investment, 8601, Department of Commerce, Washington, D.C. 20230.

EQUIPMENT

A well-established British company manufacturing medium and heavy engineering equipment including mining winders, steam engines and boilers; pressure vessels and stone and ore crushers, is interested in being licensed by U.S. firms for the production of heavy presses; scrap shearers; quarrying plant, including impact breakers, hammer mills and similar equipment, high output gyratory crushers; heavy civil engineering equipment, e.g., road boring machines, tunneling machines, concrete trains.

Write: Robey & Co., Ltd., P.O. Box 23, Globe Works, Lincoln, England.

MOBILE RADIOS

One of the largest companies in Queensland in the communications field is interested in participating with a U.S. firm in a licensing arrangement for the manufacture of two-way, frequency modulated mobile radios, similar to those used by taxi companies.

Write: F. T. S. O'Donnell Griffin (Queensland), Pty., Ltd., Queensland, Australia.

EQUIPMENT

A firm of general light and precision engineers is interested in manufacturing under license control equipment, automation of existing machine tools, automation of processing plant of any types, new tools or process equipment in the category of small equipment.

Write: Slater & Wheeler (Airlyne), Ltd., Peel St., Abergele, Denbighshire, England.

ENGINEERING GEAR

License sought to manufacture all kinds of civil engineering equipment for servicing Common Market countries.

Write: S.A. G. Dumont & Freres, Sclaigneaux, Belgium. WTD.

German firm offers plastic cot for U.S. manufacture

A German manufacturer of a newly developed plastic cot made of polyester seeks a U.S. manufacturer willing to produce under license and distribute the cot.

The cot which can be produced in large quantities was patented in the U.S. in 1962. The manufacturer is a medium-sized company and has some importance in the German market, particularly in the sector of sectional furniture. It claims that its cot offers good competitive advantages as it is a new item and can be produced for less than wood or metal cots.

For the name and address of the manufacturer and photographs of the plastic cot on loan, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1278R.

Iranian firm seeks license to make U.S. type doughnuts

A reportedly successful Iranian transportation firm seeking to diversify, plans to import doughnut making machinery and seeks a license to make doughnuts according to a proved U.S. commercial recipe.

Technical assistance from the U. S. collaborator should also be a part of the agreement. Financial participation in the venture would receive consideration.

Write: Liaghat Bros. Transport Contractors, 24 Meter, Liaghat Bldg., Ahwaz, Khuzistan, Iran. WTD.

APPLIANCES, MACHINERY

Manufacturer of mining machinery and steel structures for industrial establishments seeks licensing rights for the manufacture of appliances and machinery for the construction and chemical industries.

Write: Lima N.V. Reuver L, Netherlands. WTD.

ELECTRONIC PRODUCTS

Electronic equipment manufacturer is seeking an arrangement with a U.S. manufacturer of small novel electronic products.

Write: Elmic, Ltd., Elmic Works, Southend Arterial Rd., Romford, Essex, England.

Ecuador seeks materials and equipment for 69 kv transmission system

The Ecuadorian Institute of Electrification is requesting bids for the supply of materials and equipment for the first stage of the "Manabi Project," consisting of the construction of a 69 kv transmission system from Manta to Portoviejo. A 13.8/69 kv step-up substation will be constructed in Manta and a 69/13.8 kv substation in Portoviejo.

Equipment required will include complete sets of galvanized steel structures; two 2,500 kva and one 1,500 kva three-phase, 60 cycle power transformers; associated 69 kv and 13.8 kv equipment including automatic circuit reclosers, disconnect switches, cutouts and links, lightning arresters and power fuses. Also required is 306,000 ft. of aluminum, steel reinforced conductor; 80,000 ft. of aluminum alloy conductor and associated pole line hardware.

Bids must be received by the Instituto Ecuatoriano de Electrificacion (INECEL), Avenida 10 de Agosto 817 (Casilla 2986), Quito, Ecuador no later than Nov. 9.

Financing of the purchase of materials will be provided for by the Exim bank of Washington, D.C.

Specifications are available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

New Zealand amends contract to include more transformers

The New Zealand Electricity Department has announced that Contract No. 471, bid deadline Nov. 2, for one 50 mva, 110/33kv transformer bank and spare unit (INTERNATIONAL COMMERCE, Sept. 27, p. 45) has been amended to include an additional four transformer units and one set of spares. The additional equipment is to be included in the tender for Contract No. 471.

Costa Rica opens new road project, extends deadline on Canas-Tilaran project

The Costa Rican Government has extended the bid deadline on the Canas-Tilaran road construction project, tender No. 9803, from Sept. 22 to Oct. 30 (INTERNATIONAL COMMERCE, Aug. 23, p. 31).

Bids are invited on the construction of approximately 26 miles of roads between the towns of Belen, Santa Cruz and Nicoya. Firms which have submitted bids on the Canas-Tilaran project may submit an alternate bid including both projects. Correspondence is requested in Spanish.

The Belen-Santa Cruz-Nicoya road project is tender No. 9914. Bid deadline is 8 a.m. Oct. 30. This project includes labor, excavations, sub-base, base, pavement, drainage and connected work.

Specifications are available for about U.S. $151.06 plus airmail postage, from the Seccion de Suministros, Ministerio de Transportes, San Jose.

An English translation of both projects is available to U.S. firms for review only in Rm. 4014, Building Materials & Construction Industries Division BDSA-6460, U.S. Department of Commerce, Washington, D.C.

Electrical apparatus and transformers needed for Brazilian power plant

The Usinas Electricas do Paranapanema, S.A. (USELPA) is inviting prequalification applications from firms interested in bidding on electrcal apparatus, auxiliary equipment and transformers for its hydroelectric power plant Xavantes.

Applications from firms wishing to be considered as bidders on the electrical apparatus are being accepted until Nov. 14 and through Oct. 29 from those interested in bidding on the transformers.

USELPA will not deal with agents or third parties.

Additional information required for prequalification applications is available from U.S. Department of Commerce, Power & Electrical Equipment Division, BDSA-6430, Rm. 4124, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Bids on stationers' supplies requested by Iraqi Ministry

The Ministry of Finance, Baghdad, Iraq, is requesting bids for the supply of stationers' supplies. Some of the items are: Writing books, box files, stapling machines, paper clips, manila envelopes, glue, writing ink, laces, cards and envelopes, carbon paper, stamp pads, pencils, pins, typewriter ribbons, sealing wax, India ink, stencil paper, duplicating machine ink, stencil ink, binding cloth and stitching wire.

Bids must be received by the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq no later than Dec. 5.

A copy of the tender notice and specifications is available to firms located in the U.S. from the Printing & Publishing Industries Division, BDSA-6490, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4115.

Thailand to build 4 plants for decomposition of refuse

The Thailand Government invites bids for the construction of four refuse destruction plants (decomposition).

Specifications and terms of the tender are available for approximately U.S. $50 from the Finance Section, Bangkok Municipality, Sao Chingcha, Bangkok. Correspondence is preferred in English.

Bid deadline is Dec. 28.

Railway track materials needed for E. Pakistan

The Secretary, East Pakistan Railway Board, Railway Building, Chittagong, is inviting bids for the supply of railway track materials for the following tenders.

Tender documents with schedule of requirements, specifications and instructions to bidders can be obtained from the above Board on payment of Rs 25 ($5.25) for each set.

Tender No. PD/PW/31 /8, bid deadline Oct. 28: Hook bolts, 3400; dog spikes, 5/8" square by 5⅜" long, 696,000.

Tender No. PD/PW/31/9 bid deadline Nov. 9: Joint bars for 60 lb. and 75 lb. rail, 70 sets; round spikes, ¾" dia. by 5⅞" long, 690,000.

Tender No. PD/PW/31/10, bid deadline Nov. 24: Two way steel keys, 331,000; tie plates for 75 lb. rails, 157,500.

Korea seeks equipment bids on machine tools, insulators

The Office of Supply, Government of the Republic of Korea, Seoul, Korea, has issued Invitation to Bid KFX-5121-S for the supply of one open side planing machine, min. planing width 1250 mm, min. planing height 1250 mm, min. planing length 3000 mm; Clevis and tongue disc insulator, 80 KV dry flashover voltage, 50 KV wet flashover voltage; cotton moisture meter 12-220% measuring range, straw moisture meter 12-20% measuring range, viscosimeter, cocoon boiling machine.

Bid deadline is Nov. 11.

Tender documents are available from the Metalworking Equipment Division, BDSA, Washington, D.C. 20230. Telephone: 202-WO 7-5652.

Rhodesia to buy traffic counters and recorders

Rhodesia's Ministry of Roads & Road Traffic is investigating the purchase of suitable traffic counters and recorders for the sampling of traffic patterns of seasonal, daily and hourly variations.

Full details concerning the Ministry's requirements will be supplied on application to the Office of Rhodesian Affairs, 2852 McGill Terrace, NW., Washington, D.C. 20008.

Iraqi tender for hangar approaches open to bids

Qualified construction firms are invited to submit bids for tender No. REQ/53, hangar approaches and pavement of squares at Kirkouk.

General conditions and specifications may be obtained from the Ministry of Defense, Baghdad, on payment of $42 (ID 15) per copy.

Bid deadline is Nov. 2.

Further information may be obtained from the Embassy of Iraq, Office of the Military Attache, 3510 Garfield St. NW., Washington, D.C. 20007, telephone: 202-333-4028. A copy of the conditions and specifications is available for inspection at the Embassy.

Construction bids invited by Iraq for officers club

The Ministry of Defense, Director of Military Works, Baghdad, has issued tender No. REQ/52 for the construction of an Officers Club. General conditions and specifications may be obtained from the Ministry of Defense on payment of $140 (ID 50).

Further information may be obtained from the Embassy of Iraq, Office of the Military Attache, 3510 Garfield St. NW., Washington, D.C. 20007, telephone: 202-333-4028. A copy of the conditions and specifications is available for review at the Embassy.

Review documents available for New Zealand tunnel jobs

New Zealand's Ministry of Works has issued a set of documents and drawings on the Whakapapa to Wanganui Tunnels for the Tongariro Power Development, Contracts No. 1. (INTERNATIONAL COMMERCE, Aug. 9, p. 29).

Bid deadline is 4 p.m., Nov. 16.

The documents include four books on Conditions of Tendering, Preliminary Statement for the Information of Tunneling Machine Manufacturers, Drawings and Geological Information which can be reviewed in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-4331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02116, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5103 Federal Bldg., 515 Rusk Ave. Phone: CA 9-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3225 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

AUSTRIA—Grain and feed grain, especially corn and feed barley. Hermann Oder GmbH (importer, wholesaler), Klammstrasse 1, Linz/Donau, Prov. Upper Austria. WTD 9/20/65.

012 Fruit, tree nut, vegetable farms

BELGIUM—Fresh parsley and fresh pimentos during winter months. Direct purchase and/or agency for Belgium. Fajngold-Fruits (importer, agent), 110 Avenur Reine Marie-Henriette, Forest. WTD in preparation.

SWEDEN—Raisins, dried plums, other dried fruit, rice almonds and nuts. United Nordic Inc. AB (importer), Industrivagen 14, Solna. WTD 9/22/65.

200 Food

JAPAN—Specialty foods, delicatessen items. Direct purchase and agency. Shoko Trading Co., Ltd. (importer/exporter), Hoei Bldg., 17 Kyomachibori-dori 4-chome, Nishi Ku, Nishi P.O. Box 119, Osaka.

SPAIN—All kinds of foods, including canned foods, sea foods, meats, corn flour. Comercial Esperanza (importer, exporter, retailer), Cervantes 18, Ceuta. WTD 9/20/65.

Frozen and canned foods: sea foods, meats, canned fruits. Pedro y Jose Pagan Diaz (importer, exporter, commission agent), Canalejas 4, Ceuta. WTD 9/20/65.

202 Dairy products

SPAIN—Milk: skimmed, powdered, canned. Requests replies in Spanish. Francisco Hernandez Casas (importer, retailer), Mercado de Abastos 181, Ceuta. WTD 9/20/65.

203 Canning, preserving foods

FRANCE—Canned salmon and lobster. Direct purchase and agency. Requests replies in French. Langhomar S.N.C. Betous & Borday (importer, wholesaler, agent), 10 Rue Pierre Lescot, Paris 1er. WTD 9/3/65.

Frozen packaged fish; frozen fruits, fruit juices, vegetables; frozen dinners; frozen prepared foods. Primagel S.A. (importer, wholesaler, retailer), 33 Rue de Mogador, Paris 9e. WTD 9/7/65.

Canned sea food products. Packaged sea foods: fresh, quick frozen, cold pack (frozen). Canned shellfish; quick frozen, cold pack (frozen) shellfish. Georges Meneboo & Fils—Henry Meneboo, Successeur (importer, wholesaler, retailer), 7/9 Rue Georges Honore, Boulogne-sur-Mer, Pas de Calais. WTD 9/3/65.

Frozen salmon; frozen lobster tails. Tempelaere, Gilles & Cie. (importer, wholesaler), 53 Rue St. Denis, Paris, 1er. WTD 9/2/65.

SPAIN—All types of canned foods, including sea foods. Requests replies in Spanish. Jaime Cerezo Sanchez (importer, broker, commission agent), Barrio Virgen de la Victoria 4, Grupo 25, Melilla. WTD 9/20/65.

Canned and preserved foodstuffs: pork products, beans, potatoes. Requests replies in Spanish. Francisco Hernandez Casas (importer, retailer), Mercado de Abastos 181, Ceuta. WTD 9/20/65.

204 Grain mill products

GREECE—Converted long-grain rice; requests inquiries with competitive, cif Piraeus price quotations. Direct purchase and exclusive distributorship. Karolos Fix S.A. (manufacturer, wholesaler, exporter, importer), 53 Syngrou Ave., Athens. WTD 5/28/65.

ITALY—Animal food products. Ridella Moretti & Co. (importer), Corso Vittorio Emanuele, 37B, Milan. WTD 11/29/63.

SAUDI ARABIA—Rice, long grain; best quality white flour; hard wheat; requests prices and specifications. Ibrahim 'Arab & Brothers (importer, wholesaler), P.O. Box 1090, Jidda. WTD 9/27/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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206 Sugar

SAUDI ARABIA—Refined sugar, packed in double bags of 50 or 100 kilograms. Ibrahim 'Arab & Brothers (importer, wholesaler), P.O. Box 1090, Jidda. WTD 9/29/65.

207 Confectionery

DENMARK—Confectionery and chocolate; biscuits. Agency or direct purchase. A/S Chokim (importer), 17 Reersogade, Copenhagen. WTD 9/16/65.

SPAIN—Chewing gum, candies, other confectioneries. Requests replies in Spanish. Jaime Cerezo Sanchez (importer, broker, commission agent), Barrio Virgen de la Victoria 4, Grupo 25, Melilla. WTD 9/20/65.

208 Beverage industries

SPAIN—Beer, wines, liquor. Requests replies in Spanish. Jaime Cerezo Sanchez (importer, broker, commission agent), Barrio Virgen de la Victoria 4, Grupo 25, Melilla. WTD 9/20/65.

209 Food preparations

JAPAN—Food preparations for use as raw materials for processed food. Interested in new products only. Shoko Trading Co., Ltd. (importer, exporter), Hoei Bldg., 17 Kyomachiboro-dori 4-chome, Nishi Ku, Nishi P.O. Box 119, Osaka. WTD in preparation.

211 Cigarettes

FINLAND—American cigarettes, well-known brands only. Requests full details, prices, terms. Oy Laivamuonitus-Shipstores Ab (ships' chandlers), Etelaranta 14, Helsinki. WTD 6/29/65.

212 Cigars

KENYA—Cigars—Havana and also the milder U.S. domestic, e.g., Pennsylvania. Sacconne & Speed (East Africa) Ltd. (importer, retailer, exporter, wholesaler, manufacturer, commission merchant), P.O. Box 3146, Nairobi. WTD 6/17/65.

220 Textile mill products

BELGIUM—Fabrics for clothing, silk, cotton and synthetic fibers, piece goods. Direct purchase and/or agency for Belgium and Luxembourg. Geo. Wehry & Cie. (importer, agent), 32A Blvd. Baudouin, Brussels 1. WTD 9/29/65.

SPAIN—Drapery fabrics: wool, cotton piece goods, artificial or natural fiber. Requests replies in Spanish. Jaime Cerezo Sanchez (importer, broker, commission agent), Barrio Virgen de la Victoria 4, Grupo 25, Mellilla. WTD 9/20/65.

Drapery fabrics: wool, cotton, piece goods; nylon, quilted nylon, print goods. Comercial Esperanza (importer. exporter, retailer), Cervantes 18, Ceuta. WTD 9/20/65.

221 Broad woven fabrics mills, cotton

GERMANY—Wash-and-wear cotton shirtings, poplin, white and/or plain colors, for manufacture of men's drip-dry shirts. Gebr. Leffers (department store chain), 54-68 Faulenstrasse, 28 Bremen 1. WTD 7/28/65.

● **NEW ZEALAND**—Fabric, white, suitable for nurses' uniforms in departmental hospitals, 36" wide, good quality, sanforized or other recognized shrink resistant treatment. 41,720 yards. Tender No. 8/11/457, bid deadline Nov. 4. Director-General of Health. Department of Health, P.O. Box 5013, Wellington.★ (Telephone 202-WO 7-5238).

SWEDEN—High or medium priced cotton fabrics for men's beach wear. Stinson AB (manufacturer, wholesaler), Landskrona. WTD 9/12/65.

Cotton and cotton-synthetic fabrics for shirt manufacture. Noruna Skjort AB (manufacturer), Moharad. WTD 9/14/65.

Cotton fabrics for pajamas and nightgowns. Marina Konfektion AB (manufacturer), Brahregatan 54, Jonkoping. WTD 9/22/65.

225 Knitting mills

JAPAN—Women's and misses' textured hosiery in diamond patterns. Shoko Trading Co., Ltd. (importer, exporter), Hoei Bldg., 17 Kyomachibori-dori 4-chome, Nishi Ku, Nishi P.O. Box 119, Osaka. WTD in preparation.

226 Dyeing, finishing textiles

GERMANY—Wash-and-wear cotton shirtings, poplin, white and/or plain colors, for manufacture of men's drip-dry shirts. Gebr. Leffers (department store chain), 54-68 Faulenstrasse, 28 Bremen 1. WTD 7/28/65.

228 Yarn, thread mills

CYPRUS—Nylon yarn. Direct purchase and agency. Stavros S. Loucaides (manufacturers' agents, importers, distributors), P.O. Box 1314, Nicosia. WTD 10/1/65.

IRAN—Viscose rayon yarn, 100 tons: dull on cones, 60 denier; dull, bright and dyed on cones, 75, 100, 120 and 150 denier; bright in hanks, 100, 120, 150 and 300 denier; bright and dull on cones, 200 denier; bright on cones, 300 and 450 denier; some coarser deniers. Shad Trading Co., Ltd. (importers, exporters, manufacturers' representatives), 48 Nasser Khosrow Ave., Tehran. WTD 9/11/65.

229 Textile goods

CYPRUS—Wool tops for use in knitting factories. Direct purchase and agency. Stavros S. Loucaides (manufacturers' agents, importers, distributors), P.O. Box 1314, Nicosia. WTD 10/1/65.

230 Apparel

GERMANY—Outer garments of all kinds for women, men, children. Men's underwear, shirts, socks. Requests quotations cif European ports; replies in German. F. Hettlage (retailer), 121 Rheinstrasse, 415 Krefeld. WTD 9/17/65.

JAPAN—Lingerie, all kinds. Shoko Trading Co., Ltd.(importer/exporter), Hoei Bldg., 17 Kyomachibori-dori 4-chome, Nishi Ku, Nishi P.O. Box 119, Osaka. WTD in preparation.

231 Men's, youths', boys' suits, overcoats

BELGIUM—Ready-made suits and overcoats for men. Direct purchase and/or agency for Belgium and Luxembourg. Geo. Wehry & Cie. (importer, agent), 32A Blvd. Baudouin, Brussels 1. WTD 9/29/65.

232 Men's, youths', boys' furnishings

SWEDEN—Leisure shirts of cotton or cotton/synthetic material. Noruna Skjort AB (manufacturer), Moharad. WTD 9/14/65.

233 Women's, misses', juniors' outerwear

BELGIUM—Ready-made clothing for women, misses and juniors. Direct purchase and/or agency for Belgium and Luxembourg. Geo. Wehry & Cie. (importer, agent), 32A Blvd. Baudouin, Brussels 1. WTD 9/29/65.

LIBYA—Women's ready-made dresses, other outerwear, general line, high and medium quality. Mabruk Tagiuri (importer, retailer), 1/3 Maidan El-Shuhada, Tripoli. WTD 3/21/64.

251 Household furniture

FRANCE—Metal or wood kitchen cabinets. Direct purchase and agency. Requests replies in French. Etablissements Blondel (importer, dealer), 47 Rue de Flandre, Paris 19e. WTD 2/17/65.

SAUDI ARABIA—All types of household furniture, living room, dining room, bedroom.

Importer, wholesaler, retailer and commission agent seeks offers with catalogs and price lists. Hope Establishment for Commerce, P.O. Box 121, Riyadh. WTD 9/25/65.

252 Office furniture

SAUDI ARABIA—Office furniture, metal desks, record cabinets, safes, tables. Importer, wholesaler, retailer and commission agent requests replies with brochures and price lists. Hope Establishment for Commerce, P.O. Box 121, Riyadh. WTD 9/25/65.

264 Converted paper, paperboard products

AUSTRALIA—Christmas and all-occasion gift wrapping paper, preferably in flat reams measuring either 20″x30″ or 20″x26″. J. P. Marcus Pty. Ltd. (importer), Bower Bldg., 16 Charles St., Adelaide, South Australia. WTD 1/22/65.

273 Books

GERMANY—All types of scientific books. Dr. Werner Kratsch (importer, retailer, wholesaler, mail order house), 68 Mannheim-Neckarau, Friedrichstrasse 73. WTD 9/24/65.

MEXICO—History books, Latin American literature books, written in Spanish. Libreria Font, S.A. (importer, exporter, retailer, wholesaler), Lopez Cotilla No. 440, Guadalajara, Jalisco. WTD 9/1/65.

274 Publishing

BRAZIL—Sheet music; direct purchase, exclusive representation. Casa Arthur Napoleao (Musicas) S.A. (wholesaler, retailer), Rua das Marrecas 46, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 9/24/65.

275 Commercial printing

FINLAND—Cartographic reproduction, drawing, related equipment and products. Requests full details, prices, terms. Direct purchase or agency. Oy Terrekta Ab (importer, sales agent), Linnankoskenkatu 11B, Helsinki. WTD 9/24/65.

281 Industrial chemicals

AUSTRIA—Potassium chloride 40%, granulated. Chemia Gesellschaft m.b.H. (importer, wholesaler, agent), Am Heumarkt 10, Vienna III. WTD 9/20/65.

ETHIOPIA—Industrial and agricultural chemicals. Direct purchase and agency. Kidane Mariam Araya (manufacturers' representative), P.O. Box 2240, Addis Ababa. WTD 9/21/65.

● **HONG KONG**—Sodium silicofluoride, 180 l.t., white, odorless, sieve analysis—not less than 100% through 60 mesh (aperture 0.25 mm), not more than 10% through 325 mesh (aperture 0.04 mm), price cif Hong Kong. Two ½ lb. samples required, delivered to Contracts Office, Stores Dept., Oil St. Delivery in equal 20 tons quantities on first of each month commencing April, 1966. Tender No. Stores C/39/49/65, bid deadline Nov. 12. Tenders to Secretary, Tenders Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-3468).

ITALY—Anisic aldehyde. I.C.S.A. (manufacturer), Via Cadibono 16, Milan. WTD 10/28/64.

Seaweed (Alghe gelidium corneum) for use in pharmaceutical industry. Savoma Medicinali (importer), Via Baganza 2, Milan. WTD 11/12/63.

PORTUGAL—Basic industrial inorganic and organic chemicals, dyestuffs, pigments, finishing products, oils and resins for use primarily in textile industry. Direct purchase and/or agency. Tricolor, Lda. (importer, wholesaler, commission merchant, sales agent), 120 Rua de Brito Capelo, Oporto. WTD 9/27/65.

THAILAND—Potassium dichlore-s-triazine trione and inert ingredients. Direct purchase and agency. Requests catalogs, quotations c/f Bangkok. Nguan Huat Industry Co. Ltd. (importer, manufacturer), P.O. Box 1628, Bangkok. WTD 1/13/64.

● **TURKEY**—Potassium iodide for industrial use, 3,500 kilos. Bid deadline Oct. 27. English translation of terms and specifications available for $6 including airmail charges from Modern Tercume Bureau, 20/7 Menekse Sokak, Kizilay, Ankara.

282 Synthetic materials

FRANCE—Polyethylene sponge for manufacture of life-saving jackets; life-saving jackets. Direct purchase and/or agency. Requests replies in French. Aqua'Stop (manufacturer, importer, dealer), 43 Avenue des Piliers, La Varenne St.-Hilaire (Seine). WTD 9/9/65.

ITALY—Cellulose for paper industry. Cartiera del Sole, Strada Statale, Sora, Frosinone (Roma). WTD 12/29/64.

PORTUGAL—Polyethylene, polyvinyl acetate, polyvinyl chloride. Direct purchase and/or agency. Tricolor, Lda. (importer, wholesaler, commission merchant, sales agent), 120 Rua de Brito Capelo, Oporto. WTD 9/27/65.

283 Drugs

AUSTRIA—Ointments for treating amputees' sore stumps. Direct purchase, exclusive distribution. Dipl.Ing. Dr. Johann Klein, Medizinalrat (importer, wholesaler, agent), Lichtenfelsgasse 7, Vienna I. WTD 9/29/65.

BELGIUM—Pharmaceuticals, all kinds; pharmaceutical specialties. Direct purchase and/or agency for Belgium and Luxembourg. Etablissements M. Frere & Cie. (importer, agent, manufacturer), 7 Avenue des Noisetiers, Brussels. WTD 12/22/64.

● **CEYLON**—Chlorpromide, B.P., 100 mgm, 1.8 million tablets; ephedrine compound coated tablets, 3 million; cinchocaine hydrochloride, B.P.C. 20cc ampoules in 0.5% saline, 24,000; ditto in 3cc ampoules in 6% glucose, 20,000 ampoules; mepyramine maleate injectable, 40,000 ampoules; chloramphenicol sodium succinate B.P. for I.M. and I.V. injection, 40,000 vials; hydrocortisone hemisuccinate sodium for I.V. injection, 40,000 vials; ergometrine maleate, B.P., 600,000 ampoules; and norandrostenolone phenyl propionate (Nandrolone—oily), 25 mgm for I.M. injection, 40,000 ampoules; proflavin hemisulfate, B.P., sizes 5, 10, 25, and 100 gram vials; quantities 10,000, 15,000, 20,000 and 30,000 grams, respectively; halothane, B.P. for anesthesia, 1,500 bottles, 250 cc each. Bid deadline Dec. 7. The Chairman, Tender Board, Ministry of Health, 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

● Extract of Pro. Tincture of Cardamon B.P. to produce 17,770 gallons of tincture, 17,770 lb. in 10 fl. lb. bottles; extract of Pro. Tincture Rhei Co. B.P., 22 050 fl. lb. of tincture, 3,750 lb.; extract Pro. Ext. Ipecac liq. B.P. to produce 2,720 lb. of liquid extract of ipecac, 680 lb. Bid deadline Nov. 30. Chairman, Tender Board, Dept. of Health, 355 Deans Rd., Colombo 10. Copies of tender may be obtained from Embassy of Ceylon, 2148 Wyoming Av. NW., Washington, D.C. 20008.

● Soluble aspirin, 39 million tablets; sodium salicylate B.P., 100,000 lb.; sodium bicarbonate B.P., 1,500 cwts.; application benzyl benzoate B.P., 10,000 lb.; ammonium bicarbonate B.P.C., 24,000 lb.; potassium citrate B.P., 180,000 lb.; magnasium sulphate B.P., 2,500 cwts; and potassium bromide B.P., 15,000 lb. Bid deadline Dec. 21. The Chairman, Tender Board, Dept, of Health, 355 Deans Rd., Colombo 10. Copies of tender may be obtained from Embassy of Ceylon, 2148 Wyoming Avenue, NW., Washington, D.C. 20008.

● **EAST PAKISTAN**—Veterinary drugs and medicinal chemicals, 71 different products including: Piprecide worm powder, 500 tins; lindane powder; masticillan C ointment, 200 boxes of 6 tubes each; suramin sodium (Naganol), 100 bottles; avisol, 200 bottles; compron, 500 boxes; sulphadiazine tablets, 100 tins of 1,000; sulphadimidine and sulphanilamide in large quantities; zinger; 1,000 lb. of borax; white and yellow vaseline, 500 lb. and 1,000 lb. respectively; cardamon; nun vomica; digitalis, 300 to 1,000 lb.; camphor; terpentine; aromatic ammonia; salicyclic acid; shark liver oil; bismuth carbonate; copper sulfate; procaine penicillin; mercurochrome; nikethamide; dihydrostreptomycin sulfate. Tender No. S-6/84/Med/65-66; bid deadline Oct. 30. The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca.★ (Telephone: 202-WO-7-3394).

GERMANY—Pharmaceutical products, all kinds; diagnostical agents. Dr. Molter G.m.b.H., Serum-Institut (manufacturer, sales agent, exporter), 69 Heidelberg, Bergstrasse 112. WTD 9/23/65.

Human plasma, blood derivatives, test serum. Direct purchase or sales agency for Germany, Austria, Switzerland. Requests fob or cif quotations. Saarmed, Gesellschaft fuer Medizinischen Bedarf mbH (importer, wholesaler, retailer), 66 Saarbruecken 3, Mainzer Strasse 155, West Germany. WTD 9/30/65.

ITALY—Medicinal specialties new to the Italian market; antibiotics, biologicals, hormones not presently marketed in Italy. Chifarin—Chimica Farmaceutica Internazionale, SpA. (wholesaler, importer), 15 Via Mario Savini, Rome. WTD in preparation.

Pharmaceutical preparations for human use. Direct purchase and agency. Societa Hoffman per Azioni (manufacturer, wholesaler), 1233 Via Tiburtina, Rome. WTD in preparation.

Pharmaceutical preparations for human uses. Direct purchase and agency. Bioindustria (manufacturer), Via De Ambrosis 4, Novi Ligure (Alessandria). WTD 9/27/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

AUSTRIA—Freckles ointment or bleaching lotion. Direct purchase, exclusive distribution. Dipl. Ing. Dr. Johann Klein, Medizinalrat (importer, wholesaler, agent), Lichtenfelsgasse 7, Vienna I. WTD 9/29/65.

BELGIUM—Cosmetics, toilet preparations. Emge Nova S.A. (importer), 5 Avenue du Geai, Brussels 17. WTD in preparation.

ITALY—Luxury-type cosmetics; deodorants; bath, hand and hair preparations. Societe des Grandes Marques (manufacturer, agent), 13 Via dei Castelli Romani, Pomezia (Roma). WTD in preparation.

SPAIN—Powder soap; toilet soap; shampoos; shaving products; toilet preparations. Comercial Esperanza (importer, exporter, retailer), Cervantes 18, Ceuta. WTD 9/20/65.

285 Paints, varnishes, lacquers, enamels

SWEDEN—Coating powders of plastic materials, epoxy powder or other suitable materials for painting garden furniture made of steel tubes. AB Slattens Industrier (importer, exporter, manufacturer), Norrahammar. WTD 9/23/65.

289 Chemical products

ITALY—Essential oils and extracts: anethole oil, vanillin, bitter almond oil, mint. G. Mariani & Co. (importer), Via Apollonio 68, Brescia. WTD 10/28/64.

SWEDEN—Raw materials for manufacture of printing ink. AB G-Man (manufacturer), Box 49, Trelleborg. WTD 9/15/65.

299 Products of petroleum, coal

GERMANY—Premium lubricants for industry, for temperature of —20°C to 350°C, —60°C to 100°C, 300°C to 800°C. Corrosion protectives. Reiner KG, Chemische Fabrik (manufacturer, exporter), 6751 Weilerbach/ ueber Kaiserslautern.

301 Tires, inner tubes

● **BURMA**—Bicycle tires, 419,000; bicycle tubes, 414,700, sizes 28″ by 1½ and 28″ by 1¾. Tender No. 4/3-2-02(65-66)T(1), bid deadline Nov. 15. Division Manager, Motor Vehicle & Other Transport Equipment Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

● **MOZAMBIQUE**—Conveyor belting, 1,500 meters for mineral ore loader. Tender No. 185/AB/CFM/965, bid deadline Nov. 16. Bid specifications available at Offices of the Store Keeper of Mozambique Harbors, Railways & Transport Services in Lourenco Marques, Inhambane, Quelimane, Lumbo, and P.O. Box 1399 Beira. Correspondence preferred in Portuguese.

307 Plastic products

FRANCE—Medical plastics (including water-soluble plastic laundry-bags), plastic products or items, all types, for utilization in clinics and hospitals. Requests replies in French. Direct purchase and agency. Etablissements Brenez (manufacturers, wholesalers), 26 Rue Mazagran, Begles, Gironde. WTD 9/22/65.

ITALY—Plastic stripes for road signs. Direct purchase and agency. Requests replies in Italian or French. Perino Elia fu Giovanni (manufacturer, retailer), Via Villarfocchiardo 14, Torino. WTD 9/24/65.

SWEDEN—Plastic bathroom accessories, such as bathroom cabinets, Kleenex boxes, other toilet accessories. Direct purchase and agency. AB Bertil Joffe (importer, exporter, sales agent, wholesaler, manufacturer), Olofsgatan 10, Stockholm. WTD 9/24/65.

321 Flat glass

ITALY—Soundproof glass for building industry. Direct purchase and agency. Requests replies in Italian or French. Perino Elia fu Giovanni (manufacturer, retailer), Via Villarfocchiardo 14, Torino. WTD 9/24/65.

326 Pottery, related products

FRANCE—Vitreous china kitchen articles for preparing, serving or storing food or drink; fine types of earthenware kitchen articles for same purposes. Direct purchase and agency. Requests replies in French. Etablissements Blondel (importer, dealer), 47 Rue de Flandre, Paris 19e. WTD 2/17/65.

329 Abrasive, asbestos, nonmetallic mineral products

DENMARK—Packings for hydraulics, pneumatics, related items. A/S Gunnar Haagensen (importing wholesaler), loo Svanemollevej, Hellerup. WTD 9/25/65.

332 Iron, steel foundries

FRANCE—High pressure pipe fittings. Gautier & Cie (manufacturer, wholesaler, retailer), 5 Villa Anatole-France, Saint-Denis (Seine). WTD 9/10/65.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—44.151 m/ts tin ingot refined grade Sn 99.75 with (tin 99.75%) I.S. 26/Latest. Tender No. P/SR-5/3012/050A/I, bid deadline 10 a.m. Nov. 10. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon advance payment of $2.10 from India Supply Mission (Ref. No. D/ENQ/ 1871), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● **TURKEY**—20 tons tin ingots, metallic, 99-99.75% purity, in standard size and shape. Bid deadline Nov. 4. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi (Dept. of Supply Post, Telephone & Telegraph Administration) Ankara. English translations of terms and specifications available from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara, against payment of $5.50 including airmail charges per copy. Bid and performance bonds required. Purchase will be made with free foreign exchange.

334 Secondary smelting, refining of nonferrous metals

NETHERLANDS ANTILLES—Solder, lead-base and tin-base alloy, for manufacturing radiators. Garage Cordia (importer, retailer, manufacturer, exporter), Salinja 165, Curacao. WTD 10/1/65.

335 Rolling, drawing, extruding of nonferrous metals

HONG KONG—"Cliff"—mixed heavy copper (may be tin, solder, or lead-coated copper scrap, but free of brittle or burnt wire); "birch"—No. 2 copper wire, as above (tin, lead, and solder-coated and enameled wire not over 15% total weight); "honey"—mixed brass scrap (free of manganese-bronze, unsweat radiators or parts, iron, and excessively dirty, corroded materials). The Hong Kong Chiap Hua Mfg. Co. (1947), Ltd. (manufacturer, exporter, importer), P.O. Box 415, Hong Kong. WTD 6/2/65.

336 Nonferrous foundries

FRANCE—Cast aluminum kitchen utensils. Direct purchase and agency. Requests replies in French. Etablissements Blondel (importer, dealer), 47 Rue de Flandre, Paris 19e. WTD 2/17/65.

342 Cutlery, hand tools, general hardware

● **BURMA**—325,000 doz. prs. butt hinges, W.I., bright to BSS 1227/1945, 3 sizes: 175,000 2½″ length x 1⅛″ min. width, 1.00 mm. min. thickness, 6 screws; 75,000 4″ l. x 2⅛″ m.w., 1.25 mm. m.th., 8 screws; 75,000 4″ l. x 2 3/16″ m.w., 1.2 mm. m.th., 8 screws. Tender No. CS/15/2/65-66 (Trade), deadline Nov. 9. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-967-3601).

FRANCE—Kitchen cutlery; small garden hand tools. Direct purchase and agency. Requests replies in French. Etablissements Blondel (importer, dealer), 47 Rue de Flandre, Paris 19e. WTD 2/17/65.

All types of hardware for use in industry, such as buckles, rings, slides, hooks, hinges; marine hardware. Hand tools: pliers, wrenches, screwdrivers; garden hand tools. Direct purchase and agency. Etablissements Trouvay et Cauvin (manufacturer, wholesaler, importer), 119 Rue Jules Siegfried, Le Havre, Seine Maritime. WTD 1/18/65.

SWEDEN—Builders' hardware, all kinds. Direct purchase and agency. Kungsbeslag AB (wholesaler, agent), Frohusgatan 10, P.O. Box 2044, Vastra Frolunda 2. WTD 9/13/65.

THAILAND—Tools and tags for marking and labeling the ears of hogs and cattle. Requests cif quotations, catalogs. The Alco Corp. Ltd. (importer, wholesaler, commission agent), 70 Chakrapaddipong Rd., Bangkok. WTD 6/ 24/65.

TRINIDAD, W.I.—Do-it-yourself kits for metalworking, woodworking, general maintenance. Direct purchase and agency. Standard Motor Supplies Ltd. (importer, wholesaler, retailer, commission merchant), 76 Independence Square, Port of Spain. WTD 9/27/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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343 Heating apparatus, plumbing fixtures

FRANCE—Cocks, plumbing fittings. Direct purchase and agency. Etablissements Trouvay et Cauvin (manufacturer, wholesaler, importer), 119 Rue Jules Siegfried, Le Havre, Seine-Maritime. WTD 1/18/65.

GERMANY—Oil burners for central heating, fired by heavy fuel oil (of 10° "Engler" at 50°C) for small, medium and high capacity (consumption between 1 kg and 300 kgs oil per hour). Direct purchase or agency. Gebrueder Fendel (wholesaler, importer, manufacturer). 22 Langenstrasse, P.O. Box 859, 28 Bremen. WTD 9/23/65.

Boilers for central heating plants, oil-fired or convertible to either oil or coke firing, of steel or cast iron. for capacities between 20,000 and 3 million kilocalories. Boilers should provide warm water supply for household in addition to heating. Direct purchase or agency. Gebrueder Fendel (wholesaler, importer, manufacturer), 22 Langenstrasse, P.O. Box 859. 28 Bremen. WTD 9/23/65.

Garbage incinerators, large capacity, suitable for centralized use in apartment house complexes. Direct purchase or agency. Gebrueder Fendel (wholesaler, importer, manufacturer). 22 Langenstrasse, P.O. Box 859, 28 Bremen. WTD 9/23/65.

344 Fabricated structural metal products

BELGIUM—Products for fixing and sealing

in concrete blocks and steel: drive bolts, bolt anchors, self drilling masonry anchors. Direct purchase and/or agency for Belgium. Sodema (importer, wholesaler, retailer), 9 Rue du Compas, Brussels. WTD 8/27/65.

NETHERLANDS ANTILLES—Sheet metal products: copper and brass sheets and strips for manufacturing radiators. Garage Cordia (importer, retailer, manufacturer, exporter), Salinja 165, Curacao. WTD 10/1/65.

● **NEW ZEALAND**—Supply and delivery of galvanized steel transmission line towers for Kikiwa-Stoke 220 kv Line. Tender No. 473, deadline 4 p.m., Dec. 7. Tender Board, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-967-3601).

345 Screw machine products

● **BURMA**—Various sizes and quantities of nuts. Tender No. CS/15/5/65-66, bid deadline Nov. 9. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Bolts, nuts, screws, rivets, industrial fasteners. Direct purchase and agency. Etablissements Trouvay et Cauvin (manufacturer, wholesaler, importer), 119 Rue Jules Siegfried, Le Havre, Seine-Maritime. WTD 1/18/65.

346 Metal stampings

FRANCE—Porcelain enameled cooking and kitchen utensils; stamped and pressed metal kitchen utensils. Requests replies in French. Direct purchase and agency. Etablissements Blondel (importer, dealer), 47 Rue de Flandre, Paris 19e. WTD 2/17/65.

348 Fabricated wire products

ITALY—Laboratory stainless steel cages for animals. Carlo Mangini, S.p.A. (importer), Viale Liberta' 17/19, Pavia. WTD 11/30/64.

349 Fabricated metal products

NETHERLANDS ANTILLES—Piping accessories: Ferrous and nonferrous, cast, fabricated, forged, molded and wrought, for manufacturing radiators. Garage Cordia (importer, retailer, manufacturer, exporter), Salinja 165, Curacao. WTD 10/1/65.

353 Construction, mining, materials handling machinery, equipment

BELGIUM—Industrial building construction equipment; boring and drilling machines for concrete. Direct purchase and/or agency for Belgium. Sodema (importer, wholesaler, retailer), 9 Rue du Compas, Brussels. WTD 8/27/65.

● **BURMA**—One electrically driven, 10-ton capacity, overhead traveling crane with 2-ton auxiliary hoist. Tender No. Q/10/SM-MCY/9/1(7462/7495), bid deadline Oct. 29. General Manager, Steel Mill, Insein, Ywama, Burma.★ (Telephone: 202-WO 7-5589).

● **CEYLON**—Asking tenders on variety of construction machinery, mining, transportation, general industrial and service equipment. Bid deadline Nov. 30. Tenders to be submitted in duplicate on forms obtainable from the General Manager, Chairman Tender Board, UDA Walawe Project, Gal Oya Development Board, Embilipitiya. Copy of tender available for inspection in the ACME Division, BDSA-6310, Rm. 4025, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-5566).

ITALY—Core drills, rock drills, drill steel hoists, excavators for construction and mining industries. Direct purchase and agency. Requests replies in Italian or French. Perino Elia fu Giovanni (manufacturer, retailer), Via Villarfocchiardo 14, Torino. WTD 9/24/65.

● **TURKEY**—One crawler type tractor shovel-loader, 2 cu. yd. bucket. Bid deadline Nov. 1. Azot Sanayii T.A.S., (Nitrogen Industries Inc.), Ziya Gokalp Caddesi No. 4, Iskur Han Kat 3-4, Yenisehir, Ankara. Specifications and terms, in English, available for $5 per copy, including airmail charges.

354 Metalworking machinery

BELGIUM—Power driven hand tools. Direct purchase and/or agency for Belgium. Sodema (importer, wholesaler, retailer), 9 Rue du Compas, Brussels. WTD 8/27/65.

DENMARK—Machine tools; hand tools. Direct purchase and agency. Jumaco Ingenior- og Handelsfirma (importer, wholesaler), 2 Rolfsvej, Copenhagen F. WTD 9/24/65.

Machinery for reconditioning of car bodies. A/S H. Sindby & Co. (importing wholesaler), 12 Reventlowsgade, Copenhagen V. WTD 9/24/65.

Power driven hand tools, pneumatic hand tools for automotive trade. A/S A. Falkenberg (importer), 13 Laerkevej, Copenhagen NV. WTD 9/24/65.

FRANCE—Machine tools; tools and accessories for machine tools. Power driven hand tools; electric and pneumatic tools. Direct purchase and agency. Etablissements Trouvay et Cauvin (manufacturer, wholesaler, importer), 119 Rue Jules Siegfried, Le Havre, Seine Maritime. WTD 1/18/65.

● **IRAQ**—Drilling machine for drilling flash holes. Tender No. 1965 Prod/1/17, bid deadline Nov. 11. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents and drawings available from the Military Attache, Iraqi Embassy, Washington, D.C.

● Dividing, engraving and marking machine to be used to engrave figures and letters on metal and plastic rulers up to 150 cm. long. Tender No. 1965/Prod/3, bid deadline Nov. 23. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5652).

● **SUDAN**—Drilling, tapping and studding machines for stud holes in carriage and wagon wheels, thread diameter 2'-9½" and 2'-7½", center of wheels 3'-3", minimum tapped hole size ¾" and ⅞". Tender No. 3338, bid deadline Oct. 28. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5652).

TAIWAN—Machinery for making plastic coated wire cloth (insect screen cloth) for doors and windows. Requests catalogs and price lists. All Good Industry Co., Ltd. (importer, exporter, manufacturer), 7 Wan Chuan St., Taipei. WTD 9/7/65.

TRINIDAD, W.I.—Power-driven hand tools; welding equipment. Direct purchase and agency. Standard Motor Supplies Ltd. (importers, wholesalers, retailers, commission merchants), 76 Independence Square, Port of Spain. WTD 9/27/65.

355 Special industry machinery

BELGIUM—Chemical manufacturing industries machinery; food products machinery—confectionery, chocolates, jam, biscuits; related equipment. Direct purchase and/or agency for Europe. Maison Awouters (importer, agent), 17 Square Prince Leopold, Brussels 2. WTD in preparation.

CYPRUS—Dyeing and knitting machines, except hosiery. Direct purchase and agency. Stavros S. Loucaides (manufacturers' agents, importers, distributors), P.O. Box 1314), Nicosia. WTD 10/1/65.

ITALY—Cordage machinery (forming, twisting and laying) for sisal, manila, artificial fiber ropes; production capacity from 1 to 2 m.t. per day. Laying machinery for ropes with steel core. Francesco Pomilia (importer, manufacturers' agent, fishing boat owners), Piazza Regina 2, Mazara del Vallo (Prov. Trapani), Sicily. WTD 9/28/65.

KENYA—Machinery (molds) for producing fiberglass boat-hulls. Agency and/or direct purchase. Equipment Ltd. (importers, retailers, wholesalers, commission merchants, sales agents), P.O. Box 30110, Nairobi. WTD 4/28/65.

KOREA—PVC sponge leather processing equipment, including reverse roll coating machinery, foaming oven, winding unit, auxiliary equipment. Uil Chemical Industrial Corp. (manufacturer, importer), C.P.O. Box 713, Seoul. WTD in preparation.

SWEDEN—Commercial corn poppers and ice cream machines. Handelsbolaget Skanlyn (wholesaler), Balladgatan 5, Goteborg. WTD 9/17/65.

Electrostatic spray painting equipment. AB Slattens Industrier (importer, exporter, manufacturer), Norrahammar. WTD 9/23/65.

● **TURKEY**—Design and equipment of 150,000-ton per year dry process cement plant. Bid deadline Dec. 1. German translation specifications available from Cement Industries of Turkey, Inc., Kavaklidere O-, for $33.50 (plus airmail charges); or English translation from Modern Tercume Burosu, 20/7 Menekee Sokak, Kizilay, Ankara, for $24, including airmail charges. Specifications in German.★ (Telephone: 202-WO 7-5589).

356 General industrial machinery

GERMANY—Filters, filter media, all kinds, for liquids; direct purchase and/or agency. Requests quotations cif European ports. K. W. Loeffler GmbH. (importer, wholesaler, sales agent), 27 Loewenburgstrasse, 5 Koeln-Klettenberg. WTD 9/29/65.

SWEDEN—Domestic and industrial centrifugal pumps; water purifying units for swimming pools. Direct purchase and agency. AB G.F. Swedenborg Ingeniorsfirma (agent), P.O. Box, Goteborg 28. WTD 9/15/65.

357 Office, computing, accounting machines

● **CHILE**—Supply of 30 mimeograph machines, manually operated, and 60 mimeograph machines, automatic, wired for 220 v., 50 cycles. Tender No. 246, bid deadline Nov. 12. Terms and specifications in Spanish. Correspondence preferred in Spanish. Direccion de Aprovisionamiento del Estado (State Purchasing Dept.), P.O. Box 24D, calle Amunategui 66, Santiago.★ (Telephone: 202-WO 7-2939).

● **NEW ZEALAND**—Supply of two automatic weighing in motion weighbridges. Bid deadline Nov. 10. New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington. Copies of drawings and specifications may be inspected at the office of the New Zealand Government Senior Trade Commissioner & Commercial Counsellor, 1145 19th St. NW., Washington, D.C.

SAUDI ARABIA—Portable typewriters, Ara-

bic and English, electric and non-electric; calculating machines, photocopying machines, duplicators. Importer, wholesaler, retailer and commission agent seeks offers with catalogs and price lists. Hope Establishment for Commerce, P.O. Box 121, Riyadh. WTD 9/25/65.

358 Service industry machines

GERMANY—Water softening apparatus for use in households and small industries. Direct purchase and agency. Kommandit-Gesellschaft Kary (manufacturer, exporter), 29 Hannoversche Strasse, P.O. Box 8120, 28 Bremen-Hemelingen. WTD 12/10/64.

● **GREECE**—Supply of three railway ticket printing machines for operation in railway booking offices, capable of printing minimum of 400 different tickets each. Printing will be by cliches on cardboard 0.85 mm. thick, of 57 mm. x 30.5 mm. dimensions. Tender No. 7491, bid deadline Oct. 29. Estimated value: $100,000. Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202-WO 7-2939).

SAUDI ARABIA—Electric evaporation air coolers for household use. Importer, wholesaler, retailer and commission agent seeks offers with catalogs and price lists. Hope Establishment for Commerce, P.O. Box 121, Riyadh. WTD 9/25/65.

SPAIN—Air conditioning units for domestic and commercial use, preferably those not yet represented in Spain. Direct purchase and agency. Eisser, S.L. Alcala 42 (5° Oficina 34), Madrid. WTD 9/20/65.

SWEDEN—Automatic car washing systems; coin operated hair dryers; vending machines. Handelsbolaget Skanlyn (wholesaler), Balladgatan 5, Goteborg. WTD 9/17/65.

361 Electric transmission, distribution equipment

● **BURMA**—Supply of miscellaneous electrical equipment including 17-300 kva, 6,600/415 v., 3 phase, 50 cycle transformers; 10 rated 500 kva and 2-3 mva, 33,000/6600/3300 v. and associated switchgear. Tender No. 54/E.S.B. (R.D.)/1113/64-65, bid deadline Nov. 26. Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4241).

FRANCE—Electronic measuring equipment and instruments. Direct purchase and agency. Europelec—Composants Electroniques (manufacturer, wholesaler, importer, agent), Rue Jean Jaures, Les Clayes-sous-Bois (Seine & Oise). WTD 8/2/65.

ITALY—Relays, cathodic protection equipment. Telemagnetica, S.p.A. (manufacturer), Via Marconi 3, Milan. WTD 7/21/65.

362 Electrical industrial apparatus

● **EAST PAKISTAN**—Supply Item 1, one diesel generator set, a.c., 400 v., 50 cycle, 150 kw and switchgear, bid deadline Nov. 2; Item 2, one transformer 50 kva, one H.T. switch panel 6.6 kv, bid deadline Nov. 4; Item 3, 3 diesel engine generator sets, 220 v., 30 kw with switchgear, bid deadline Nov. 6; Item 4, 3 motor generator sets 200 amp., 32-50 v. with switchgear, bid deadline Nov. 11; Item 5, 3 motor generator sets, 400 amp., 32-50 v. with switchgear, bid deadline Nov. 11; Item 6, 2 transformers 100 kva, 6.6 kv/400 v., panels 6.6 kv, bid deadline Nov. 13. All items under Tender No. P&D-III/IDA/ELEC/65. Tender documents available from the Office of the Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong, Pakistan, Item 1, $4.20; Item 2, $1.05; Item 3, $4.20; Item 4, $1.05; Item 5, $2.10; Item 6, $1.05; fee nonrefundable.★ (Telephone: 202-WO 7-4241).

363 Household appliances

FRANCE—Electric housewares for heating, cooking, other purposes: electric air heaters, bed coverings, blenders, broilers, deep fat fryers, flat irons, food mixers, hot plates, percolators, coffee makers, roasters, toasters. Electric fans, desk and floor types. Direct purchase and agency. Requests replies in French. Etablissements Blondel (importer, dealer), 47 Rue de Flandre, Paris 19e. WTD 2/17/65.

SAUDI ARABIA—Electrical household appliances, such as washing machines, water coolers, refrigerators, fans, mixers, heaters. Importer, wholesaler, retailer and commission agent seeks offer with catalogs and price lists. Hope Establishment for Commerce, P.O. Box 121, Riyadh. WTD 9/25/65.

SPAIN—Electrical household appliances, all types. Direct purchase and exclusive agency. Jose Yubero Martinez (importer, wholesaler), Cea Bermudez 14 (pasaje), Madrid 3. WTD 9/24/65.

SWEDEN—Small electric household articles such as electric knives, can openers. Direct purchase and agency. AB Bertil Joffe (importer, exporter, sale agent, wholesaler, manufacturer), Olofsgatan 10, Stockholm. WTD 9/24/65.

364 Electric lighting, wiring equipment

ETHIOPIA—Electric lamps; incandescent and fluorescent lighting fixtures for industrial use; current-carrying wiring devices, spare parts; overhead trolley line material; non-current-carrying wiring devices, fuses, lamppost accessories; miscellaneous lamp holders; tumbler switches; fluorescent street lighting fixtures with quick start ballast. Direct purchase and agency. Kidane Mariam Araya (manufacturers' representative), P.O. Box 2240, Addis Ababa. WTD 9/21/65.

365 Radio, television receiving sets

SAUDI ARABIA—Television receiving sets for domestic use. Importer, wholesaler, retailer, and commission agent requests offers with catalogs and price lists. Hope Establishment for Commerce, P.O. Box 121, Riyadh. WTD 9/25/65.

366 Communications equipment

ETHIOPIA—Electronic components for communication systems. Agent desires to act as a representative, preferably on a long-term exclusive basis, for Ethiopia. Requests quotations cif Ethiopian ports. Kidane Mariam Araya, P.O. Box 2240, Addis Ababa. WTD 9/21/65.

FINLAND—Electronic range finders; laser, etc; other field detection apparatus with military application. Requests full details, prices, terms. Direct purchase or agency. Oy Terrekta Ab (importer, sales agents), Linnankoskenkatu 11 B, Helsinki. WTD 9/24/65.

● **SOUTHERN RHODESIA**—Supply of equipment for 800-line automatic telephone exchange and associated trunk switchboard. Tender No. GPO 2341, bid deadline Jan. 1, 1965. Copy of conditions and specifications available from Controller of Stores & Transport, P.O. Box 80 48, Causeway, Salisbury, for approx. 75 cents.★ (Telephone 202-967-4823).

SUDAN—Complete FM broadcast studio and equipment, with installation and technical assistance, desired by importer and wholesaler of English and Arabic books. Abdelmoneim Advertising & Publishing Co., P.O. Box 1588, Khartoum. WTD in preparation.

367 Electronic components, accessories

FRANCE—All kinds of electronic components, especially integrated circuits. Direct purchase and agency. Europelec-Composants Electroniques (manufacturer, wholesaler, importer, agent), Rue Jean Jaures, les Clayes-sous-Bois (Seine & Oise). WTD 8/2/65.

369 Electrical machinery, equipment, supplies

● **BURMA**—Supply of 7,390-6 v. dry charged storage batteries, miscellaneous ratings ranging from 8 to 180 amps/hr.; 2,610-12 v. dry charged batteries with ratings from 32 to 135/150 amps/hr. Tender No. Q.O. 16/21-07(65-66)T(16), bid deadline Nov. 5. Division Manager, Motor Vehicle & Other Transport Equipment Division, Peoples' Stores Corp., Rangoon.★ (Telephone: 202-WO 7-4241).

MEXICO—Electromedical diagnostic and treatment apparatus and equipment for use by hospitals and private physicians. Carlos Nafarrate, S.A. (dealer), Lopez Cotilla 567, Guadalajara, Jalisco. WTD 9/20/65.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Parts, assemblies, repair parts, replacement parts, for military vehicles. Direct purchase for Europe, England, U.S.A., Middle East. Anglobel Trading (importer, wholesaler), 35-36 Allee Verte, Brussels 1. WTD 3/17/65.

DENMARK—Automotive spare parts and accessories. Peter Skarring (importer), 22 Guldborgvej, Copenhagen F. WTD 9/22/65.

372 Aircraft, parts

DENMARK—Aircraft accessories and tools. Machinery for light industry, hand tools. Delta Trading Co. (importing wholesaler), 2 Herlevgaardsvej, Herlev. WTD 9/25/65.

373 Ship building, repairing

COSTA RICA—LCM's (Landing Craft Medium); urgently request replies. Sr. Ricardo Echandi Ministro—(government agent), Ministerio de Transportes, San Jose.

GERMANY—Motorboat and yacht equipment including inboard and outboard motors, compasses, nautical equipment, life saving jackets, water skis; direct purchase and/or agency. Requests quotations cif Cologne or Rotterdam. August Wiese (importer, wholesaler, retailer), 16/18 Kaemmergasse, 5 Koeln a. Rh. WTD 9/28/65.

● **IRAQ**—50 pontoon metal centers, not exceeding 1½ tons in weight to substitute plywood center pontoon of extra wide Bailey pontoon bridge; 100 pontoon metal ends (bow and stern) not to exceed 1¼ tons in weight; 50 straight pull rock holdfasts consisting of 2 tapered mild steel pins at end of which hole is drilled to take load, such as in good rock—pull of up to 12 tons can be applied. Tender No. DME/5/1965, deadline Nov. 13. Free tender documents may be obtained from Military Attache, Iraqi Embassy, Washington, D.C.

SPAIN—Steam boiler, spare parts, components for ships. Aron J. Cohen (importer, distributor, ships' chandler), General Franco 28, Ceuta. WTD 9/20/65.

374 Railroad equipment

● **TAIWAN**—Supply of materials, parts and equipment for 74 passenger cars and 15 power baggage cars for Taiwan Railway Administration. Tender No. IB-0004A, bid deadline Nov. 5. Global tender with financing by IBRD loan. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei. Tender documents, specification, drawings available for review only in Transportation Equipment Division, BDSA-6430, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

380 Professional, scientific, controlling instruments

ITALY—Feeders, chambers and photometers, electrophoresis; lamps for chromatography, nephelometers, hemoglobinometers, photocolorimeter, PH meters, tension stabilizers, flamme photometers, spectrophotometers, electromagnetic agitators, thermostatic assemblies, rotative agitators, automatic pipettes. Elvi di Guido Vicario (manufacturer), Piazzale Giulio Cesare 14, Milan. WTD 10/21/64.

381 Engineering, laboratory, scientific, research instruments

FINLAND—Mapping instruments, especially photogrammetric equipment; devices for mapping and cartography. Requests full details, prices, terms. Direct purchase or agency. Oy Terrekta Ab (importer, sales agent), Linnankoskenkatu 11 B, Helsinki. WTD 9/24/65.

383 Optical instruments, lenses

FINLAND—Military reconnaissance equipment, tele and infra viewers, binoculars, related products. Requests full details, prices, terms. Direct purchase or agency. Oy Terrekta Ab (importer, sales agent), Linnankoskenkatu 11 B, Helsinki. WTD 9/24/65.

384 Surgical, medical, dental instruments, safety devices

BELGIUM—Nuclear protection equipment, e.g., special filters and plastic containers for shelters, garments, first aid kits. Agency and/or direct purchase for Belgium. Entreprises Siphons Lion (importer, building protection), 45 Dreve du Moulin, Waterloo. WTD 6/29/65.

GERMANY—Technical specialities for hospitals; surgical gloves. Direct purchase or sales agency for Germany, Austria, or Switzerland. Requests fob or cif quotations. Saarmed Gesellschaft fuer Medizinischen Bedarf mbH (importer, wholesaler), 66 Saarbruecken, 155 Mainzer Strasse. WTD 9/30/65.

Newest medical instruments, supplies. Direct purchase or sales agency; fob Kassel preferably; fob Hamburg acceptable. Weidemeyer & Co. (manufacturer, importer, exporter, wholesaler), 35 Kassel, 30-32 Koenigstor. WTD 9/30/65.

ITALY—Disposable hypodermic syringes and needles. Carlo Mangini (importer), Viale Liberta 17/19, Pavia. WTD 11/30/64.

385 Ophthalmic goods

GERMANY—Ophthalmic lenses; spectacle frames, ornaments for frames; spectacle cases. Requests quotations cif Hamburg. Optiva GmbH (manufacturer, importer, exporter, wholesaler), 65 Mainz-Mombach, 55 Arndtstrasse. WTD 10/1/65.

386 Photographic equipment

FINLAND—Aerial cameras for military use, film processing devices, photo-laboratory equipment; photo interpretation and reconnaissance devices (stereoscopes, scanning devices, etc.). Requests full details, prices, terms. Direct purchase or agency. Oy Terrekta Ab (importer, sales agent), Linnankoskenkatu 11 B, Helsinki. WTD 9/24/65.

● **IRAQ**—Supply of 41,950 boxes of various sizes of X-ray films for medical radiography; 13,000 rolls and 700 boxes of 70 mm. and 100 mm. photo-fluorographic films; 2,260 boxes of single and double packs of dental films; various quantities of fixing and developing materials. Tender No. XF/2/65, bid deadline Nov. 6. African Iraqi Trading Co., P.O. Box No. 17, Baghdad.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

BELGIUM—Sporting and athletic goods and equipment; summer and winter sports. Camping equipment. Direct purchase and/or agency for Belgium and Luxembourg. Geo. Wehry & Cie (importer, agent), 32A Blvd. Baudouin, Brussels 1. WTD 9/29/65.

SWEDEN—Games, sporting goods: all kinds of leisure time and vacational type equipment except tents and canoes. Direct purchase and agency. AB Bertil Joffe (importer, exporter, sales agent, manufacturer, wholesaler), Olofsgatan 10, Stockholm. WTD 9/24/65.

Plastic swimming pools for home use; swimming pool equipment. Handelsbolaget Skanlyn (wholesaler, agent), Balladgatan 5, Goteborg. WTD 9/17/65.

THAILAND—Vaulting poles, length 14 ft., tabular and laminated fiberglass. Cif quotations and descriptive literature urgently needed. Union Development Co. Ltd. (importer, wholesaler, commission agent), 1048-1050 New Rd., Bangkok. WTD 7/6/64.

396 Costume jewelry, novelties, buttons, notions

JAPAN—Costume jewelry, novelties, ornaments made of various materials; low price range. Interested in brooches in $1 wholesale price range. Direct purchase and agency. Shoko Trading Co., Ltd. (importer, exporter), Hoei Bldg., 17 Kyomachibori-dori 4-chome, Nishi Ku, Nishi P.O. Box 119, Osaka. WTD in preparation.

SWEDEN—Buckles for men's belting. Stinson AB (manufacturer, wholesaler), Landskrona. WTD 9/12/65.

399 Manufacturing industries

BELGIUM—Small housewares; products of all kinds suitable for distribution in department stores; novelties and gadgets for home use. Direct purchase and/or agency for Belgium. Emailtol (manufacturer, wholesaler, retailer), 158 Rue de la Seigneurie, Brussels 13. WTD 9/29/65.

FRANCE—Advertising articles and novelties, publicity gift items, related lines. Agency and potential direct purchase. Requests replies in French. Publideal (wholesalers), 10 Avenue du President-Poincare, Talence, Gironde. WTD 9/22/65.

NORWAY—Hair clippers for home use, electric, 230 v., 50 cycles, to comply with CEE No. 10, class 10. Norsk Inter-Electric (importer, wholesaler), Uranienborg Terrasse 19, Oslo. WTD 3/20/64.

SWEDEN—Coin operated games, amusement machines. Handelsbolaget Skanlyn (wholesaler), Balladgatan 5, Goteborg. WTD 9/17/65.

504 Groceries, related products

FRANCE—Gherkins in brine, packed in barrels ("Cornichons en saumure"), good classified quality, standard commercial sizes. Desires quotations for lot of approx. 400 m.t., prompt shipment. Georges Dubedout Fils & Co. (Etablissements) (importer, wholesaler, agent), 30 Allees d'Orleans, Bordeaux. WTD 9/11/64.

505 Farm products—raw materials

● **MOZAMBIQUE**—Hard and soft wheat, 12,000 m.t. by Dec. 26 and Jan. 10, 1966. Mozambique Cereals Institute, Lourenco Marques.★ (Telephone: 202-WO 7-4794).

509 Wholesalers

KENYA—Agricultural chemicals: basic slag, potassium sulphate, calcium ammonium nitrate, superphosphates, compound fertilizers, dalapon, muriate of potash, T.C.A. sodium salt. Agency and/or direct purchase. R. G. Hatley & Co. (importer, wholesaler, commission merchant), P.O. Box 908, Nairobi. WTD 9/22/65.

593 Secondhand stores

SPAIN—Secondhand clothing, suede, laminated nylon. Comercial Esperanza (importer, exporter, retailer), Cervantes 18, Ceuta. WTD 9/20/65.

781 Motion picture production, distribution

KENYA—Motion pictures, 35 mm, English version, on commission basis. Nandlal Gordhandas (sales agent), P.O. Box 806, Kisumu. WTD 10/7/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Tender for camouflage nets open to NATO-certified bids

NATO certified suppliers are invited to submit bids on camouflage nets under the international tender action No. 761 announced by NORTHAG/TWOTAF. The following quantities are specified: 40 each, 14′ x 14′; 310 each, 24′ x 24′; 40 each, 35′ x 35′.

Bid deadline is noon, Nov. 1.

Copies of the bidding forms and Request For Tender are available from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Japan to buy traveling crane

The Electric Power Development Co., Ltd. (a public corporation), 1-1 Marunouchi, Chiyoda-ku, Tokyo, has announced tender No. Kuzuryu-4 for a 270 metric ton capacity overhead traveling crane, a low speed type with two 135 MT hoists.

Bid deadline is Nov. 30.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

GREECE—Frozen veal sides qualities GAQ KKOCFO, 60/120 lb. and/or 60/130 and/or 60/140 lb., FAQ KKOCFO 60/120 lb. and/or 60/130 and/or 60/140 lb., GAQ/FAQ 60/120 lb. and/or 60/130 and/or 60/140 lb.; frozen veal hinds GAQ KKOCFO from sides 60/120 and/or 60/130 and/or 60/140 lb., FAQ KKOCFO from sides 60/120 and/or 60/130 and/or 60/140 lb., GAQ/FAQ from sides 60/120 and/or/ 60/130 and/or 60/140 lb.; frozen mutton carcasses qualities 3E, 5E, 7E, XE, 9E; frozen poultry (chicken and turkeys) individually wrapped in cellophane paper. Since Jan. 1, 1965, the Greek Government authorized suspension of import duties on frozen beef, mutton and goat meat for an indefinite period of time. Import duty on frozen poultry is assessed on an ad valorem basis. John Danielidis & Co.. Commission Agents and Importers, 3 Stadiou St., Athens 125. WTD 3/10/64.

ITALY—Raw hides and skins. Vita Eugenio (agent), Via Giovanni Somis 3, Torino. WTD 9/22/65.

203 Canning, preserving foods

FRANCE—Packaged fish: fresh, quick frozen, cold pack (frozen); shellfish, quick frozen, cold pack (frozen). Tempelaere. Gilles & Cie. (importer, wholesaler), 53 Rue St Denis, Paris 1er. WTD 9/2/65.

Salmon: canned; smoked, salted, dried, pickled. Georges Meneboo & Fils—Henry Meneboo, Successeur (importer, wholesaler, retailer), 7/9 Rue Georges Honore. Boulogne-sur-Mer, Pas de Calais. WTD 9/3/65.

209 Food preparations

PERU—Lard. Representaciones—Luis Wong Flores (importer, wholesaler, retailer, agent), P.O. Box 214, Iquitos. WTD 7/23/64.

229 Textile mill products

SWEDEN—Home furnishing textiles, cotton, synthetic, printed or plain. Moderately priced, cotton, arnel, dacron or synthetic piece goods, printed or plain, for women's clothing. Skandiatextil AB (importer, sales agent), S:t Pauligatan 5, Goteborg. WTD 9/14/65.

239 Fabricated textile products

FRANCE—Canvas boat awnings. Requests replies in French. Aqua'Stop (manufacturer, importer, dealer), 43 Avenue des Piliers, La Varenne St-Hilaire (Seine). WTD 9/9/65.

261 Pulp mills

ITALY—Wood pulp for paper mills. Nordis International del Dr. Bruno Di Segni (agent), Via Lagrange 35, Torino. WTD 4/27/65.

SOUTH AFRICA—Chemical wood pulp for paper manufacture, bleached and unbleached, sulphite and sulphate. Adams Paper Co. (indent agent, paper merchant), P.O. Box 46, Woodstock, Cape Province. WTD 11/22/63.

277 Greeting card manufacturing

HONG KONG—Greeting cards, all kinds. Parker Distributors (Hong Kong), Ltd. (importer, distributor), P.O. Box 14251, Hong Kong. WTD 9/22/65.

281 Industrial chemicals

BRAZIL—Chemical products for use in tanning, metallurgical and fertilizer industries. Commission agency. Representacoes Arvino Franke Ltda., Caixa Postal 2082, Rua Uruguai 91, 2° andar, sala 218, Porto Alegre, R.G.S. WTD in preparation.

283 Drugs

ITALY—Pharmaceutical preparations for human use. Italnysco, S.p.A. (agent), Via Calatafimi 9, Milan. WTD 9/21/64.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, other toilet preparations

HONG KONG—Cosmetics, complete line. Parker Distributors (Hong Kong), Ltd. (importer, distributor), P.O. Box 14251, Hong Kong. WTD 9/22/65.

ITALY—Hair tonic and treating preparations. Industria Profumi "Madlene" di Lacentra Luigi (manufacturer), Via Breglio 114, Torino. WTD 9/24/65.

307 Plastic products

FRANCE—Plastic boat hard tops. Requests replies in French. Aqua' Stop (manufacturer, importer, dealer), 43 Avenue des Piliers, La Varenne St-Hilaire (Seine). WTD 9/9/65.

331 Steel mill products

GERMANY—Hot galvanized steel products. Agency representation for South Germany. Becker GmbH, Feuerverzinkerei (manufacturer, exporter, sales agent), 663 Saarlouis III, P.O. Box 10. WTD 9/23/65.

ITALY—Steel strips (sheets-coils); stainless steel strips. Tecnica Commerciale S. Giorgio (agent), Via S. Senatore 5, Milan. WTD 10/3/63.

Steel scrap. Tecnica Commerciale S. Giorgio (agent), Via S. Senatore 5, Milan. WTD 10/3/63.

335 Rolling, drawing, extruding of nonferrous metals

ITALY—Flame resistant cable for electric heating. Telemagnetica, S.p.A. (manufacturer), Via Marconi 3, Milan. WTD 7/21/65.

344 Fabricated structural metal products

GERMANY—Prefabricated building parts and components, metal. Agency representation for South Germany. Becker GmbH, Feuerverzinkerei (manufacturer, exporter, sales agent), 663 Saarlouis III, P.O. Box 10. WTD 9/23/65.

IRAN—Industrial boilers, medium tonnage, 1-20 tons steam per hour. Sherkat Sahami Koorosh (importer), Kuche Khandan, Ferdowski Ave., P.O. Box 1547, Tehran. WTD 9/30/65.

345 Screw machine products

GERMANY—Metal novelties and accessories for metalworking industry including semis, small parts, screws. Heiner Spleiss, Ingenieurbuero (manufacturers' agent), 7 Stuttgart-Degerloch, Reutlinger Strasse 133. WTD 9/30/65.

351 Engines, turbines

PAKISTAN—Diesel engines. Importer requests quotations c&f Karachi. Javed Ltd. 19 West Wharf Rd., P.O. Box 5191, Karachi. WTD 9/14/65.

353 Construction, mining, material handling machinery, equipment

ITALY—Construction, excavating and maintenance machinery, equipment, units and attachment designed to be mounted on trucks. Boffa & Moglia (agent), Via Privata Riccardo Ceroni 5, Milan. WTD 8/8/63.

Road construction and maintenance machinery, rubber wheeled road rollers. Giovanni Antonelli (agent, manufacturer), Via M. Bandello 1, Milan. WTD 8/8/63.

PAKISTAN—Rock drilling equipment. Importer requests quotations c&f Karachi. Javed Ltd., 19 West Wharf Rd., P.O. Box 5191, Karachi. WTD 9/14/65.

Vibrators, concrete; concrete mixers; road rollers. Importer requests quotations c&f Karachi. Sibtain Brothers, Ghafur Chambers, Victoria Rd., Karachi. WTD 9/13/65.

355 Special industry machinery

IRAN—Weaving looms for cotton and woolen fabrics. Sherkat Sahami Koorosh (importer), Kuche Khandan, Ferdowski Ave., P.O. Box 1547, Tehran. WTD 9/30/65.

356 General industrial machinery

GREECE—Metal or plastic roller bearings for metal furniture having 24-27 mm. diameter. Sales agent requests replies with cif Piraeus price quotations. Agency and/or direct purchase. Leonidas Kontogiannis, 69 Eulou St., Athens 122. WTD 10/14/64.

358 Service industry machines

PAKISTAN—Refrigeration units, industrial. Importer requests quotations c&f Karachi. Javed Ltd., 19 West Wharf Rd., P.O. Box 5191, Karachi. WTD 9/14/65.

Air conditioning equipment, commercial and industrial. Importer requests quotations c&f Karachi. Air & Refrigeration Corp. Ltd., Writers Chambers, Dunnoly Rd., Karachi. WTD 9/2/65.

Refrigeration and cold storage equipment; 400 v., 3 phase, 50 cycles. Importer requests quotations c&f Karachi. Air & Refrigeration Corp. Ltd., Writers Chambers, Dunnoly Rd., Karachi. WTD 9/2/65.

361 Electric transmission, distribution equipment

BELGIUM—Capacitor measuring instruments, oscilloscopes, resistor measuring instruments, tube characteristics measuring instruments, electrical test equipment. Agency for Belgium. Luxembourg, Yugoslavia. Elec-Sy S.P.R.L. (importer, exporter, agent), 19 Rue du Pont de la Carpe, Brussels. WTD 9/24/65.

ITALY—Electric and electronic measuring instruments; all kinds. U. De Lorenzo & Co. (agent), Viale Beatrice d'Este 45, Milano. WTD 1/27/63.

362 Electrical industrial apparatus

ITALY—Graphite electrodes (threaded and not threaded) for steel industry. Tecnica Commerciale S. Giorgio (agent), Via S. Senatore 5, Milan. WTD 10/2/63.

PAKISTAN—Electric motors, over 40 hp. Importer requests quotations c&f Karachi. Air & Refrigeration Corp. Ltd., Writers Chambers, Dunnoly Rd., Karachi. WTD 9/2/65.

Power generator sets. Importer requests quotations c&f Karachi. Ameejee Valleejee & Sons, P.O. Box 51, Ameejee Chamber, Campbell St., Karachi. WTD 9/17/65.

363 Household appliances

FRANCE—Small household electrical appliances, all kinds, preferably new designs, kitchen gadgets, others. Agency for central France or section thereof. Requests replies in French. Michel Guintard (sales agent), 3 Rue Paul-Garraud, La Rochelle, Charente-Maritime. WTD 9/22/65.

365 Radio, television receiving sets

ITALY—Portable, auto radio receivers; phonographs, tape recorders. Esatron (distributor), Via Felice Casati 20, Milan. WTD 11/16/63.

366 Communication equipment

ITALY—Microwave components and measuring instruments. Exhibo Italiana S.R.L. (manufacturers' agent), 3 Via Giovanni Fattori, Scandicci-Florence. WTD 9/30/65.

Table telephone amplifiers. Esatron (distributor), Via Felice Casati 20, Milan. WTD 12/16/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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367 Electronic components, accessories

BELGIUM—Connectors and cables, resistors, tubes, transistors, diodes, switches, capacitors. Agency for Belgium, Luxembourg and Yugoslavia. Elec-Sy S.P.R.L. (importer, exporter, agent), 19 Rue du Pont de la Carpe, Brussels. WTD 9/24/65.

371 Motor vehicles, motor vehicle equipment

ITALY—Automobile air conditioners. Esatron (distributor), Via Felice Casati 20, Milan. WTD 12/16/63.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Testing instruments, physical property. Importer requests quotations c&f Karachi. Sibtain Brothers, Ghafur Chambers, Victoria Rd., Karachi. WTD 9/13/65.

384 Surgical, medical, dental instruments

ITALY—Carborundum products for dentists and dental laboratories. L. Osimo & Co. (agent), Piazza Diaz 7, Milan. WTD 11/19/64.

Leads for Importers

Commodities are offered direct unless specified.

149 Nonmetallic minerals

KENYA—Diatomite, calcined and uncalcined grades. Industrial & Commercial Development Corp. (mining, processing, export), P.O. Box 30158, Nairobi. WTD 9/15/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Perfumes of good quality, principally floral perfumes such as "Violette de Toulouse", in fancy glass bottles of various types and sizes; "Cordoba" cologne water, in ¼ and ⅛ flasks; other toilet preparations. Wholesale exportation direct or through agents. Descriptive leaflets available on loan from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Parfumerie Berdoues Freres (manufacturer, wholesaler, exporter), 9 Rue Rivals, Toulouse, Haute-Garonne. WTD 9/20/65.

307 Plastic products

NETHERLANDS—Swimming pool walls, made of a special type of unsaturated polyester resin reinforced with glass fiber. Prefers sale of its products in U.S. on a commission basis. Twellose Industrie Plastics N.V. (manufacturer, exporter), 58 Molendwarsstraat, P.O. Box 1, Twello. WTD 9/16/65.

315 Leather gloves

KOREA—Leather work gloves. For sale through importers or distributors. Daehan Enterprise Co., Ltd. (manufacturer, exporter, importer), 81 Sanchun-dong, Yongsan-ku, Seoul. WTD 9/27/65.

316 Luggage

HONG KONG—Traveling bags, clothes bags, duffel bags, shopping bags made of plastic and other types of materials. Shewan, Tomes (Traders), Ltd. (importer, exporter), Prince's Bldg., P.O. Box 115, Hong Kong. Cable: KEECHONG. WTD 7/31/64.

343 Heating apparatus, plumbing fixtures

URUGUAY—Stoves, kerosene, domestic, pressure, two-burner and oven type; 100,000 per year availability. Ferrosmalt S.A. (manufacturer), Av. 18 de Julio 2039, Montevideo. WTD 9/20/65.

349 Fabricated metal products

INDIA—Water level gauges, boiler mountings, fittings. C. Vadilal & Co. (wholesaler, exporter), 40 Nagdevi Cross Lane, Bombay 3. WTD 12/16/64.

SWEDEN—Firm interested in obtaining distributors in the United States for its Visu Square Sprinkler. Descriptive brochure available on loan from Trade Opportunities Staff. BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Scan Pasa AB (manufacturer, exporter), Alviksvagen 30. Bromma 15. WTD 9/21/65.

356 General industrial machinery

INDIA—Vertical turbine pumps, air and gas compressors, pumping equipment. Jyoti Ltd. (manufacturer), Post Chemical Industries, Baroda 3. WTD 6/7/63.

ITALY—High frequency induction heating apparatus; high frequency dielectric heating apparatus; high frequency electronic preheating apparatus for plastic materials; magnetron electronic preheating apparatus. Aetron, Apparecchiature Elettroniche (agent), Via De Christoforis 10, Milan. WTD 10/26/64.

361 Electronic transmission, distribution equipment

ITALY—Apparatus for testing engine vibrations, continuous controls for diesel marine engines, industrial original voltmeters. Aetron, Applicazioni Elettroniche (agent), Via De Christoforis 10, Milan. WTD 10/26/64.

367 Electronic components, accessories

ITALY—Electric and digital transducers. Aetron, Applicazioni Elettriche (agent), Via De Christoforis 10, Milan. WTD 10/26/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

BRAZIL—Zaldir Vianna de Amorim, Rede Federal de Armazens Gerais Ferroviarios—AGEF (subsidiary of the Federal Railway System, Inc.), Rua Visconde de Inhauma 38, 12th floor, Rio de Janeiro, GB, **interested in observing the operation and administration of bonded warehouses, distribution warehouses, grain storage facilities, railroad operations in connection with warehousing, bulk transportation of grains, bulk loading and unloading facilities.** Oct. 15, via Washington, D.C. for 20 days. c/o Department of Commerce Field Offices en route. Itinerary: Washington, Philadelphia, New York, Chicago. WTD in preparation.

DENMARK—Olaf Sillesen, representing H. Sillesen, 102 Adelgade, Skanderborg, **interested in importing textiles and novelties in other lines.** Oct. 17 via New York for 2 weeks. c/o P. Niederlander, 2 Sherwood Ave., Binghamton, N.Y. Itinerary to be arranged. WTD 9/24/65.

ECUADOR—Jose Ugalde J., P.O. Box 298, Cuenca, **interested in importing general merchandise and requesting technical information for the establishment of small industries in Ecuador.** Sept. 25 via New York for 4 weeks. c/o Teodoro Ugalde J., 40-14 62 St., Apt. 3J, Woodside, New York. Itinerary: New York, Washington, Miami, Chicago. WTD in preparation.

Jacobo Pienknagura, Fabrica de Botones Cia. Ltda. and Industria de Resortes, P.O. Box 2172, Quito, **interested in machinery for manufacture of zigzag furniture springs, furnaces for tempering springs**

products, machinery and materials for button factory, and requesting technical information. Oct. 7 or 8 via Miami for 1 month. c/o Wolstra Textile Co., 377 Broadway, New York, N.Y. Itinerary: New York, Pittsburgh, Los Angeles. WTD 12/31/64 on Industria de Resortes.

Abraham Buraye, Supermarcado ABC, P.O. Box 3234, Quayaquil, **interested in direct purchase and agencies for food market and variety store items.** Oct. 3 via Miami for 1 month. c/o Miss Sarah Buraye, 123 W. 44th St., New York 36, N.Y. Itinerary: New York. WTD in preparation.

FINLAND—Mikko Korpinen, Deputy Managing Director of Vaino Korpinen Oy and Ky Puts-Vack, Kalliolanrinne 4, **interested in office equipment, supplies, stationery items, cleansing equipment,** and requesting technical information. Oct. 24 for 6 weeks. c/o Finnish Consulate General, 200 E. 42nd St., New York, N.Y. Itinerary: Boston, Detroit, Chicago, Minneapolis, San Francisco, Los Angeles, Dallas, Atlanta, Washington, New York. WTD 7/29/65 on Vaino Korpinen Oy and Ky Puts-Vack.

NEW ZEALAND—Mrs. Jean W. Gamble, head designer, The House of Raymonde Ltd., Kingsford Smith St., Wellington, E. 3, **interested in styling, fashion displays, range of fabrics, and requesting technical information on manufacturing methods for quantity production of ladies' outergarments.** Oct. 20 via Los Angeles for 3 weeks. c/o N. Z. Consulate-General, 153 Kearny St., San Francisco, Calif., and c/o N. Z. Consulate-General, 630 5th Ave., New York, N.Y. Itinerary: Los Angeles, New York, Cleveland. WTD 7/7/65.

NICARAGUA—Ariel Solorzano Marin, Laboratorio Solka, Aptdo. 2072, Managua, **interested in contacting pharmaceutical firms desiring to manufacture their products in Central America.** Oct. 16 via New York for 1 week. c/o Consulate General of Nicaragua, New York, N.Y. Itinerary: Philadelphia, Detroit, Kalamazoo, Chicago, Dallas. WTD in preparation.

SWITZERLAND—Dr. Bliss Schnewlin, Karl Steiner, Hagenholzstr. 60, 8050 Zurich, **interested in contacting universities, general contractors, prefabricators of houses, apartment houses, office buildings.** Oct. 17 via New York for 5 weeks. c/o Mr. F. Minder, Swissair New York, 10 W. 59th St., New York, N.Y. Itinerary: Washington, New York, Boston, Pittsburg, Detroit, Chicago, Denver, San Francisco, Los Angeles, San Diego, New Orleans, Miami. WTD 6/22/64.

Archille Morosoli, Karl Steiner, Hagenholzstr. 60, 8050 Zurich, **interested in contacting shopping centers, self-service shops, medical rehabilitation centers, hotels, restaurants.** Oct. 19 via New York for 5 weeks. c/o Mr. F. Minder, Swissair New York, 10 W. 49th St., New York, N.Y. Itinerary: Washington, Philadelphia, New York, Boston, Pittsburg, Detroit, Chicago, Denver, San Francisco, Los Angeles, New Orleans, Miami. WTD 6/22/64.

Ulrich Steiner, Karl Steiner, Hagenholzstr. 60, 8050 Zurich, **interested in contacting general contractors, prefabricators of houses (homes, apartments, office buildings), medical rehabilitation centers, hotels, restaurants.** Oct. 17 via New York for 5 weeks. c/o Mr. F. Minder, Swissair New York, 10 W. 49th St., New York, N.Y. Itinerary: Washington, Philadelphia, New York, Boston, Pittsburg, Detroit, Chicago, Denver, San Francisco, Los Angeles, New Orleans, Miami. WTD 6/22/64.

TRINIDAD—Nazamoodeen Khan, Ishmael M. Khan & Sons Co., Ltd., High St., Princes Town, **interested in contacting textile manufacturers with a view to establishing agency agreements,** and requesting technical information. Oct. 3 via New York for 3 weeks. c/o Taft Hotel, 7th Ave. & 50th St., New York, N.Y. Itinerary: New York. WTD 3/10/65.

URUGUAY—Bernardo Saccone, Gerardo Ramon & Cia., S.A., Av. Joaquin Suarez 3359, Montevideo, **interested in agencies and licensing agreements for pharmaceuticals.** Oct. 4 via New York for 4-5 weeks. c/o Warwick Hotel, 65 W. 54th St., New York, N.Y. Itinerary: New York, Washington, Boston, Miami, Chicago. WTD 6/4/65.

Fred Danzciger, Appel S.A., Calle Galicia 967/9, Montevideo, **interested in licensing agreements and/or joint ventures in the metallurgical and hardware fields** and requesting technical information. Sept. 26 via New York for 5 weeks. Write to 147-31 77th Rd., Flushing, L.I., N.Y. Itinerary: New York, Pittsburgh, Philadelphia, Cleveland, Chicago. WTD 9/21/65.

Future Construction

INDIA—An agreement was signed between the Government and Esso for the construction of a jointly-owned **lubricating oil base stock refinery** adjoining the present Esso refinery in Bombay. The Government and Esso will be equal partners in the venture which, it is estimated, will cost $15.1 million including a foreign exchange component of $9 million. This component will be met by Esso's equity contribution and by foreign currency loans to be arranged by Esso.

The plant will have an annual capacity of 145,000 metric tons yielding about 55% high grade automotive base oil and 45% medium grade industrial base oil, half the production being marketed by Esso and the other half by the public sector Indian Oil Corporation. The feedstock will be supplied by the Esso refinery in Bombay. The plant is expected to start operating in 1967.

KUWAIT—The Government intends bringing up to 120 million barrels of fresh water per day by pipeline from the Shatt-al-Arab in Iraq in order **to expand Kuwait's irrigation and personal consumption water resources.** Agreement with Iraq for the supply of water has been reached.

Six international consultants will present their proposals for effecting the scheme to the Government Planning Board this year. Two U.S. firms, Hazen & Sawyer and Metcalf & Eddy, are among the six competing firms. A panel of international advisors will pass on the proposals.

Construction on this 5-year, $100 million project may commence the early part of next year. It will be some years after the inauguration of the Shatt-al-Arab pipeline before a full 120 million barrels per day capacity can be attained. According to present plans, about half of Kuwait's Shatt-al-Arab water will be of personal consumption quality and the rest will be used for irrigation.

The feasibility of other water sources is also being explored. Specifications have already been drawn to increase the desalting plant capacity by 6 million gallons per day—two million at Shuwaikh and 4 million at Shuaiba. Government planners hope to effect this 6 million gallons per day expansion at a cost of around 80c. per thousand gallons. The possibilities of nuclear power desalting plants are being considered.

LIBERIA—A copy of the Economic Commission for Africa's report, **"Summary Of Iron And Steel Investigations In West Africa,"** and the resolution adopted by the Conference on Iron and Steel held in Monrovia are available on loan to U.S. firms.

The Conference adopted a proposal to establish an interim committee to evolve general principles to govern the development and coordination of regionally-based industries which would apply to the development of the iron and steel complex in the West African subregion. **Write:** U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

NIGERIA—The World Bank has approved two loans totaling the equivalent of $32 million for **road projects** in Nigeria. A loan of $17.5 million will assist in financing two four-lane highways serving the port area of Lagos, the Federal capital. The second loan, of $14.5 million, will be used for the improvement of three priority roads, totaling 95 miles in length, in Western Nigeria, and for equipment and services to improve road maintenance operations in that region. Both loans include funds for consultants' services for work and studies that will assist Nigeria in planning sound road development for the years ahead.

In order to alleviate the acute traffic problem in the Lagos area, the Government intends to construct and improve three main arteries, one of which is the project to be assisted by the Bank loan. The project includes the construction and improvement to four-lane standards of the Ijora Causeway leading to Lagos Island (about 1.2 miles) and the Apapa road (about 2.5 miles), complementary service roads, cycle tracks, intersections, ramps and elevated structures.

Bank funds will also cover the cost of consultants to assist the Federal Ministry of Works in the execution of the project and to undertake several studies directed to Nigeria's future traffic needs. The studies will include a review of the feasibility of improving some 600 miles of particular roads in various parts of Nigeria, of existing roads between Lagos and Ibadan, final engineering of those roads which the Bank considers economically justified, and a study to establish the technical and economic criteria which should be applied to determining which roads in Nigeria should be under Federal jurisdiction. At present, about 5,500 miles of roads throughout Nigeria designated as Trunk Roads "A" are now under Federal jurisdiction; they connect the Federal and Regional capitals, the ports with their hinterlands and Nigeria with its neighbors. The consultants will provide independent advice as to which roads should be under Federal or Regional jurisdiction, indicating the broad financial implications of possible reclassification.

The total estimated cost of the Apapa road project, with consultants' services, is equiva-

lent to $26.6 million. The Bank loan will cover the foreign exchange requirements and the Federal Government will meet the remaining costs from its own resources.

The second part of the Bank loan will assist in financing the reconstruction and improvement of three "B" Trunk Roads, totaling 95 miles in length, including access roads to them. One of the roads will be a link in a 50-mile short-cut from Ibadan to the Mid-Western and Eastern Regions. Two of the other roads traverse an important agricultural area. The chief benefits of the improved roads will be greatly reduced transport costs.

The Bank loan includes funds for the purchase of additional maintenance equipment and spare parts and for the services of consultants to assist the Roads and Bridges Division of Western Nigeria in the reorganization of maintenance operations, with special emphasis on preparing a road inventory. The loan will also finance consultants' services to carry out the final engineering of 300 miles of high priority roads which are to be selected under the Special Fund study.

The total cost of the project is estimated at the equivalent of $21 million. The Bank loan will cover the foreign exchange requirements; the Government of Western Nigeria will meet the remaining costs from its own resources assisted, if necessary, by financing from the Federal Government.

PANAMA—It was earlier announced (see this column, INTERNATIONAL COMMERCE, April 5, p. 43) that the Instituto de Acueductos y Alcantarillados Nacionales (IDAAN) was interested in obtaining descriptive literature from U.S. suppliers concerning water drilling rigs. IDAAN is the Panamanian government agency responsible for providing water and sewerage facilities.

A brief summary of **water and sewerage programs** in Panama City, Colon and in rural areas and a summary of **present and proposed highway programs** for Panama are available on loan to U.S. firms.

Write: U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

SPAIN—The World Bank has approved a loan equivalent to $40 million to help finance Spain's 1964-67 **Port Development Plan.** The loan will provide $22 million toward the cost of civil works and equipment in 4 major ports and $18 million to meet the costs of equipment for 17 other important ports and for general port use. Spain, including the Balearic and Canary Islands, has more than 300 ports. Twenty-seven are of appreciable size; of these, 17 handle more than 90% of port traffic.

The $200 million Port Development Plan calls for expansion of port facilities to meet a rapid increase in traffic over the next decade, modernization of existing facilities and renewal of much of the equipment. These investments will appreciably reduce the turnaround time of ships, lower cargo handling costs and strengthen the overall efficiency of the ports.

The project to which the Bank loan will be applied consists primarily of works to be constructed and equipment to be installed in the 4 ports of Barcelona, Huelva, La Luz y Las Palmas, and Pasajes. As part of the project, the Government has agreed to complete construction of certain works in the 4 project ports and to carry out several additional works, not initially included in the Plan, which are essential to the efficient use of the items being financed by the Bank. Contracts for equipment and works will be awarded on international competitive bidding.

As part of the project, construction works at Barcelona will include a main breakwater extension, a new wharf for general cargo, the widening of a pier to provide two petroleum discharging berths and various improvements at existing berths. Equipment purchases include cranes for the handling of general and bulk dry cargo and coal.

The project at Huelva will include deepening the entrance channel and providing modern facilities for petroleum traffic, export of minerals, handling of cargo associated with the rapidly expanding industrial complex in the area and for the fishing industry.

To help meet the competition from nearby ports, the project at La Luz y Las Palmas provides for the dredging of the harbor, the construction of two new general cargo wharves, breakwaters and an access road for a new fish dock.

The fourth of the project ports, Pasajes, on the north coast of Spain, is primarily a bulk cargo and fishing port. Principal construction items under the project will include improvement of the entrance channel, deepening of the main basin, two new wharves, one for handling bulk and general cargo, the other for servicing fishing vessels, and the reconstruction of an existing quay.

As part of its Port Development Plan, the Spanish Government has undertaken a broad range of measures for improving port finances, administration and operations. The measures aim to ensure that port rates are set on a commercial basis and to grant a larger degree of autonomy to several of the important ports.

SYRIA—The project to expand the plant of the Societe Nationale Di Cement in Muslimeyeh has been postponed indefinitely. This project had been included in the industrial sector of Syria's current 5-year plan but now is on a low-priority status.

RHODESIA—The Rhodesia Broadcasting Corp. plans to construct a new **headquarters building and a project to "pipe-in" closed-circuit radio and TV signals to private homes.** In addition, a new channel allocation for educational TV exclusively is being proposed.

Write: The Rhodesia Broadcasting Corp., P.O. Box 2696, Salisbury.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Kuwaiti contractors listed for joint venture building

Four lists of names of Kuwait Contractors for Categories I through IV are available to bidders who are interested in registering for a joint venture in the construction of a $1 million building. The building will house a short wave transmitting station.

Bid deadline is Oct. 23. (INTERNATIONAL COMMERCE, Sept. 13, p. 19).

Significant Awards

AUSTRALIA—The Snowy Mountains Hydro-Electric Authority (SMA) has awarded a contract to Humes Ltd. of Sydney (bid A£4.2 million ($5.1 million)) for construction of the Murray Two Pressure Tunnel.

BOLIVIA—La Paz Automatic Telephone Corp. (TASA) has announced that it had opened bids for extension of the La Paz telephone system, specifying 4,300 additional new lines. Three companies, Ericsson of Sweden, Standard Electric of Germany and Oki Electric of Japan placed bids. Oki's bid was the lowest at $1,382,564 but that company also offered an alternative bid of 18,000 lines for $4,222,000. Major Ernesto Camacho, TASA manager, announced that he had accepted Oki's larger bid.

LIBYA—Whiting Associates International, a U.S. consulting engineer firm (Palazzo Italia, Piazza Marconi, Rome, Italy) recently won the Benghazi Municipality Contract for preparation of a comprehensive urban improvement and development plan for Benghazi City, Cyrenaica.

The preparation of the plan—largest such project reportedly yet awarded in Libya—is expected to take one year and is tentatively scheduled to be completed by the end of 1966.

The U.S. firm is also serving at the present time as a consultant for the construction of the Seventh Adventist Hospital and the Tarhuna Hospital, both in Libya.

According to the terms of the contract, Whiting Associates will carry out a complete survey of Benghazi's existing municipal facilities, its economic resources, as well as a study of its population growth to determine the city's infrastructure requirements for the next 50 years. These will include the number distribution and types of educational and medical institutions, commercial, residential and recreational areas, parks, traffic layouts, arrangement of streets, sewage, water, gas, electricity, and telephone systems.

Quarterly summary ready

A supplemental number of copies of the Quarterly Summary of Planned Projects, contract award stories, United Nation Special Fund announcements and significant government tender stories that have been published in INTERNATIONAL COMMERCE during the first-half of 1965 are now available.

Write: Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. A pre-addressed mailing label should be included to facilitate processing and mailing.

The Summary, which may also be reviewed at any of the 42 Department of Commerce Field Offices, alphabetically lists country and category of project or tender within the country and gives names and addresses of contacts as well as citation of original publication date.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Selling in Greece: Government Procurement Procedures. OBR 65-66. 6pp. This is a report by the U.S. Embassy in Athens designed to acquaint American exporters with the Greek Government's buying practices. Government and quasi-Government agencies are required by law to make many purchases through international tenders. Last year the Greek Government imported goods valued at more than $100 million.

Market Information on Material Handling Equipment and Automated Warehousing Systems in Sweden. OBR 65-67. 5pp. The report analyzes the market potential and competition in sales of material handling and automatic warehousing equipment, as well as distribution and servicing procedures for the equipment, tariffs and taxes, technical requirements, free zones and ports, and trade associations and periodicals.

Selling in Italy. OBR 65-68. 12 pp. Describes the road to selling in the Italian market, commercial practices and trade customs, marketing aids available, the extent of Italian Government procurement, U.S. export credit insurance and guarantees, and provides useful notes for business travelers.

***Policies and Methods for Industrial Development.* By Murray D. Bryce. McGraw-Hill, New York. 309 pp. $7.50.**

This latest title in the McGraw-Hill Series in International Development explains in non-technical terms how a country or a region can speed up industrial growth by setting up a comprehensive development program.

Directed toward government officials and their advisers, the book weighs the pros and cons of dozens of incentives which can be used to attract industry, including tax holidays and protection. The author shows which policies and methods have been successful and which have not, in an effort to enable governments in developing nations to profit by the mistakes of others.

Write: McGraw-Hill Book Co., 330 West 42nd Street, New York, N.Y. 10036

***Rundt's Overseas Market Reports.* Published by S. J. Rundt and Assoc., New York. 36-58pp. $25 per copy, unless otherwise specified (annual subscription for approximately 20 copies published each year: $100).**

These mimeographed surveys examine the areas of population; economic and industrial analysis and trends; international and U.S. trade; monetary, fiscal, financial and banking affairs; production and development; employment and wages; and foreign investments.

Recent reports dealt with Argentina ($35), Brazil ($35), Ecuador, Greece, India ($35), Pakistan and Peru.

Write: S. J. Rundt & Associates, 130 East 63rd Street, New York, N.Y. 10021.

***The Balance of Payments Problem: Implications for International Business.* Management Bulletin #68 of the American Management Assn., New York. 39pp. $2.25**

Contains nine articles discussing the different effects of the U.S. balance of payments on international business.

Write: American Management Assn., Inc., 135 West 50th Street, New York, N.Y. 10020.

Overseas Business Reports free trial period to end

More than two years ago the Bureau of International Commerce (BIC) compared the mailing lists of International Commerce *and the* Overseas Business Reports *and found that relatively few readers of this magazine also received and used the OBR series.*

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Calendar *for international traders*

October

18—Consultations with Michael Balla, Commercial Officer, Sydney Australia, Field Office, **Chicago.**

18—Export Trade Seminar, St. Louis University, **St. Louis.** Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

18—Bucks County Forum of International Commerce, monthly meeting, 5:30 p.m., Conti's Cross Keys Restaurant, **Doylestown, Pa.**

18-20—Defense Supply Assn. National Convention, Statler Hilton Hotel, **Washington.** Speaker (20th): Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.

19—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19—In-Office Export Workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

19—Memphis World Trade Club, "Port of New Orleans" Night, Hotel Claridge, **Memphis.**

19—World Trade Council of York Area Chamber of Commerce, dinner meeting, Yorktown Hotel. **York, Pa.**

19—Providence World Trade Club, dinner meeting, Pawtucket Country Club, **Pawtucket, R.I.**

19—Export Sales Managers Luncheon, Brown and Sharpe Co., **North Kingstown, R.I.** Speaker: Archie M. Andrews, Bureau of International Commerce.

19—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

19-20—Commercial Chemical Development Assn., annual convention, International Inn, **Washington.** Speakers: E. E. Schnellbacher, Bureau of International Commerce; F. D. Hockersmith, Acting Adminstrator, BDSA; Dr. Andrew F. Brimmer, Asst. Secretary for Economic Affairs; Dino Villa, Bureau of Census; Louis Paradiso, Office of Business Economics.

20—Exporting Workshop, 1 p.m., Chamber of Commerce, **Manchester, N.H.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

20—"In-Office" Profits in Exports Meeting 3 p.m., United Fur Manufacturers Assn., **New York.** Sponsors: United Fur Manufacturers Assn.; Field Office, Department of Commerce.

20—National Renderers Assn., annual convention, Palmer House, **Chicago.** Speaker: John E. Orchard, Bureau of International Commerce.

20—Foreign Traders Assn. of Philadelphia, Inc., dinner and general meeting, 6:30 p.m., Sheraton Hotel, **Philadelphia.**

21—Indianapolis Chamber of Commerce Export Work Shop, Chamber of Commerce, **Indianapolis.**

21—World Trade Week, International Business Day, Southern Methodist University; Dinner, Apparel Mart, **Dallas.** Sponsor: Chamber of Commerce.

21—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

21—FCIB Drug, Chemical & Food Export Club, 12:15 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

21-22—17th annual Virginia World Trade Conference, **Old Point Comfort, Va.** (21) REEC meeting, 3 p.m., Chamberlain Hotel. Speakers: Robert L. McNeill, Deputy Asst. Seceretary for Trade Policy; E. E. Schnellbacher, Bureau of International Commerce.

22—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

22—2nd Detroit World Trade Conference, Rackham Bldg., **Detroit.** Sponsors: Field Office, Department of Commerce; Greater Detroit Board of Commerce; Michigan State Bar; Detroit Bar Assn.; University Center for Adult Education.

22—1965 Institute on Management Problems in Doing Business Abroad, 12 noon-2:30 p.m., Chamber of Commerce, **Los Angeles.** Sponsor: World Trade Committee, Chamber of Commerce.

25—Mail Advertising Service Assn. International, Washington Hilton, **Washington.** Speaker: F.D. Hockersmith, Acting Administrator, BDSA.

25—2nd Export Briefer Seminar, 16-week course on international trade, Cleveland Engineering and Scientific Center, **Cleveland.**

25—Export Trade Seminar, St. Louis University, **St. Louis.** Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

26—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

26—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

26—Export Counseling, Chamber of Commerce, **Pittsburgh.** Sponsors: Chamber of Commerce; REEC.

26—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

26—Foreign Trade Bureau, Chamber of Commerce meeting, 6 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.**

26—4th Annual Export Trade Workshop, 1st of five weekly sessions, Federal Bldg., **Minneapolis.** Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC.

27—International Trade Course, 1st of seven weekly sessions, Long Island University, **Brooklyn, N.Y.** Sponsors: Long Island University; Field Office, Department of Commerce; REEC.

27—New Trends for Expanding International Sales-3rd Annual Export Executive Seminar, University of Missouri, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.

27—Export Forum on World Currencies and Financing, Hotel Chisca Plaza, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

27—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

27—"Profits in Exports" Meeting, 2:30-4:30 p.m., Hotel Granada, **Brooklyn, N.Y.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

27—2nd Annual Conference on International Trade, **Grand Forks, N.D.** Sponsors: University of North Dakota; Field Office, Department of Commerce.

27—Export Workshop, 10:30 a.m.-12:30 p.m., (Dutch-treat luncheon following) Chamber of Commerce, **East Liverpool, Ohio.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

28—In-Office Export Conference, Field Office, Office, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC.

28—University of Minnesota Annual School of Business Administration Alumni Institute-Panel Discussion on "Problems and Profits in Foreign Markets," Radisson Hotel, **Minneapolis.**

28—Export Expansion Conference, **Ruston, La.** Sponsors: La. Polytechnic Institute; Field Office, Department of Commerce; REEC.

28—World Trade Club, monthly dinner meeting, Statler-Hilton Hotel, **St. Louis.**

28—Export Problems Workshop, 3-5 p.m., Sherman House, **Chicago.** Sponsor: International Trade Club of Chicago.

29—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

November

1—Export Seminar for Pittsburgh Schools, Field Office, **Pittsburgh.** Sponsor: Field Office, Department of Commerce.

2—World Trade Committee, Dallas Chamber of Commerce, Baker Hotel, **Dallas.**

4—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

4—In-Office Meeting, Field Office, **Chicago.**

4—Milwaukee World Trade Club, Holiday Inn-Central, **Milwaukee.**

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Becker, as principal Commercial Officer of the Consulate General in Frankfurt, operates from an office just above the U.S. Trade Center in a modern downtown office building to cover one of the country's most important commercial areas.

The U.S. commercial staff in Germany reports regularly on the market in the kind of depth you will find in this issue of INTERNATIONAL COMMERCE. Between the special reports, they produce a steady stream of more than 600 specific Trade Opportunities a year for U.S. firms.

And in the last six months, with the help of other officers in the Bureau of International Commerce Trade Fairs and Trade Centers programs, they brought more than 12,000 German buyers to see exhibits of U.S. products.

The West Germans, during the first half of this year, were importing goods at the rate of more than $16 billion a year—and getting less than 14 percent of these imports from the U.S. That leaves plenty of room for increasing the U.S. share.

Brent, Becker and their associates are waiting to help you. Take advantage of the opportunity. Find out how by writing us or asking any Commerce Field Office.

And, ask about any other market, anywhere in the world, that interests you.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce